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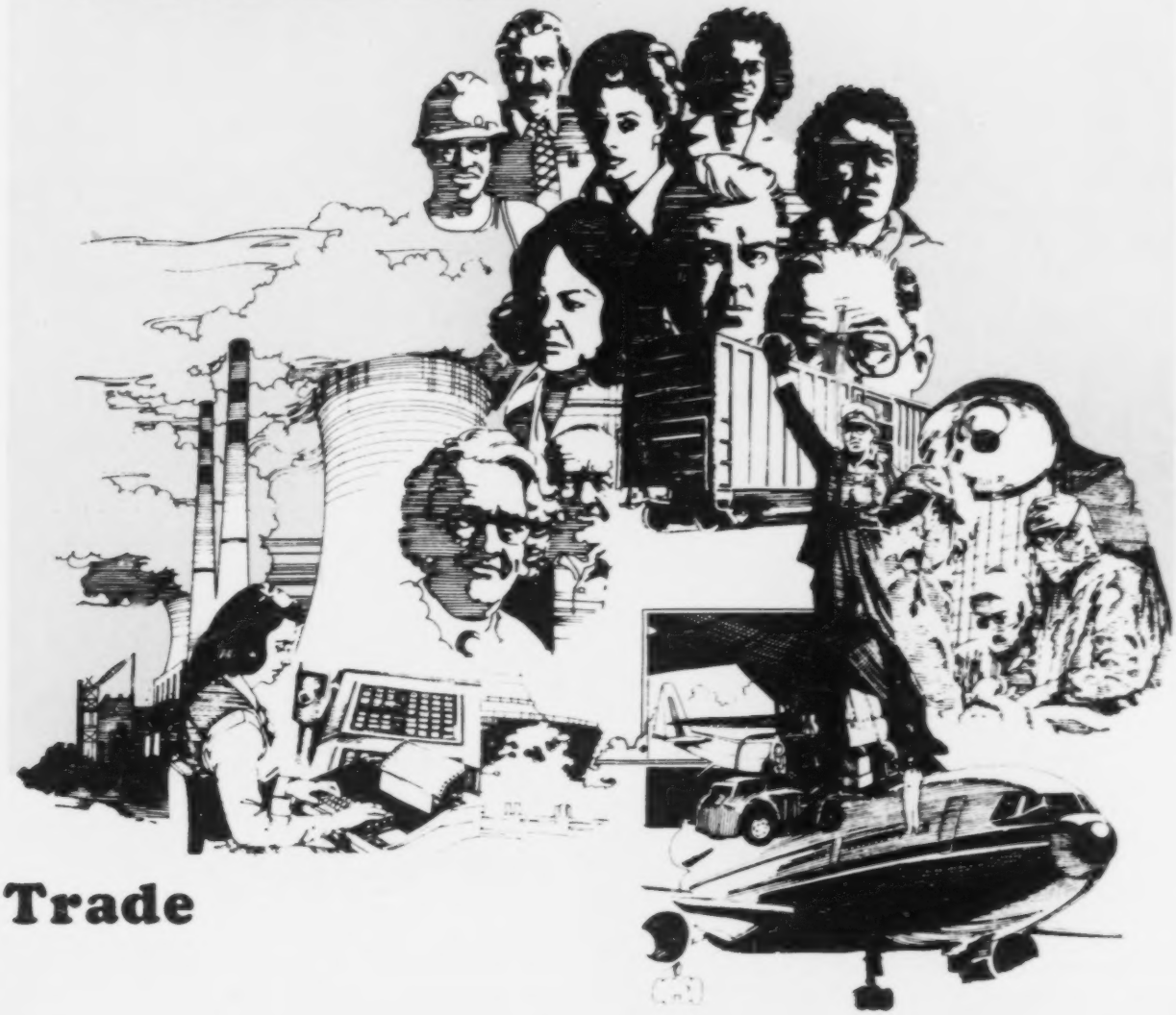
Arizona Occupational Profile

A Labor Market Information Publication of the Department of Economic Security



Trade

UTAH
COCONINO
MOHAVE
KINGMAN
FLAGSTAFF
NAVAJO
APACHE
HOLBROOK
ST. JOHNS
CALIFORNIA
PRESCOTT
YAVAPAI
NEW MEXICO
PARKER
LA PAZ
GILA
PHOENIX
GLOBE
CLIFTON
GREENLEE
MARICOPA
FLORENCE
SAFFORD
YUMA
PINAL
GRAHAM
YUMA
TUCSON
PIMA
COCHISE
MEXICO
SANTA CRUZ
BISBEE
NOGALES
ARIZONA

OCCUPATIONAL PROFILE

The value of current and accurate occupational employment information has long been recognized by job seekers, public and private administrators, and those involved in training, recruiting, and counseling. A major source of this information in Arizona is the Occupational Employment Statistics (OES) Program - a cooperative effort between Arizona and the U. S. Bureau of Labor Statistics.

This Occupational Profile is one in a series of publications produced from information developed by the Occupational Employment Statistics survey. These publications represent one of several occupational employment information delivery systems incorporating OES survey data. The survey is used to collect employment data, by county, for over 1,000 occupations in Arizona. From these surveys, which require the cooperation of the Arizona business community, current employment in the various occupations is determined, and from this an occupational outlook is formulated. The Occupational Profiles contain the survey findings and examine, individually, the industries of Arizona.

Surveyed industries include:

Mining
Construction
Manufacturing
Transportation, Communication, and Public Utilities
Trade
Finance, Insurance, and Real Estate
Services
Government

For further information, or to comment on any aspect of this program, please write to the address on the back cover.

INDUSTRY INFORMATION

INDUSTRY DEFINITION

Occupational estimates for Arizona's wholesale and retail trade industries are provided in this publication for the state and counties.

Wholesale trade includes establishments or places of business primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm or professional business users; or to other wholesalers. Wholesale establishments may also act as agents or brokers in buying merchandise for, or selling merchandise to, such persons or companies as mentioned above.

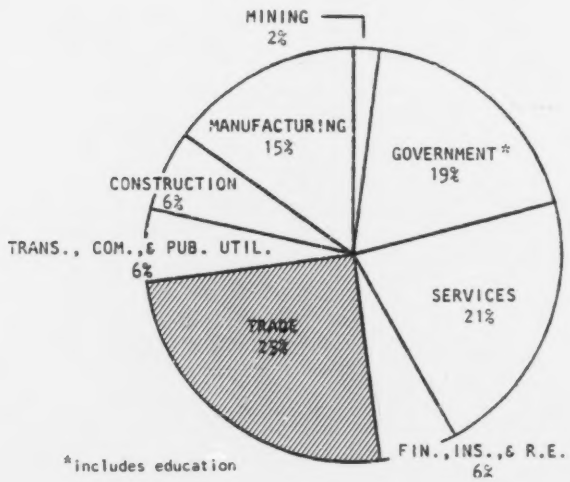
Retail trade, on the other hand, includes establishments which sell merchandise for personal or household consumption and render services incidental to the sale of the goods. Establishments such as lumber yards, and paint, glass and wallpaper stores are included in retail trade if they sell to the general public, even if a higher proportion of their sales is made to contractors. However, establishments that sell exclusively to business establishments, institutional and industrial users, or contractors, are classified in wholesale trade.

A more detailed description of the types of firms categorized in the wholesale and retail trade industries is provided in the Standard Industrial Classification Manual under codes 50 through 59.[1]

INDUSTRY DESCRIPTION

Employing one of every four working Arizonans, the trade industry is the state's largest employer. On the strength of tourism and a burgeoning population, this labor-intensive industry employed 254,000 in 1982. In contrast, at the national level it is manufacturing that employs a quarter of all workers, followed by trade with about eighteen percent.

FIGURE 1: ARIZONA NONAGRICULTURAL EMPLOYMENT, 1982



[1]Office of Management and Budget, *Standard Industrial Classification Manual*, 1972 Edition, pp. 259 - 276.

RETAIL TRADE

Most employment in Arizona's trade industry (80 percent) is in the retail sector - largely due to employment in eating and drinking places. These establishments, which sell prepared foods and drinks for consumption on the premises, numbered approximately 4,000 and employed nearly 67,000 workers in 1982. With approximately half the number of workers as eating and drinking places are general merchandise stores, food stores and auto dealers and servicers. Of those working in retail food stores, 94 percent are employed in establishments that sell a variety of foods (e.g., supermarkets, grocery stores and delicatessens) rather than specialized foods (e.g., bakeries, fish markets, etc.).

FIGURE 2: ARIZONA'S TRADE EMPLOYMENT, 1978 AND 1982

In motor vehicle-related establishments, employment is concentrated in firms selling both new and used automobiles. These firms numbered about 200 in 1982 and employed nearly 9,000 workers statewide. Another 7,000 were employed in Arizona's 900 gasoline service stations.

As a percentage of the total employment in the "miscellaneous retail" category, drug and proprietary stores dominate (26 percent), followed by jewelry stores (10 percent), gift, novelty and souvenir shops (7 percent) and sporting goods and bicycle shops (7 percent).

FIGURE 3: WAGE AND SALARY EMPLOYMENT IN MOTOR VEHICLE AND RELATED ESTABLISHMENTS 1982

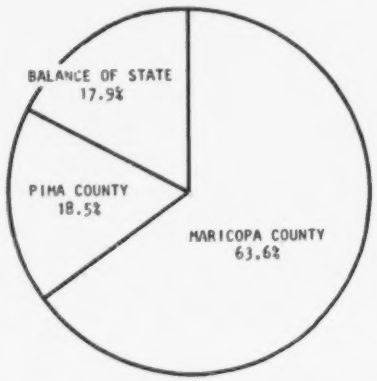
	FIRMS	EMPLOY.
Motor Vehicle Dlrs. (New & Used)	200	8,940
Motor Vehicle Dealers (Used)	170	630
Gasoline Service Stations	900	7,190
Auto & Home Supply Stores	580	5,950
Motorcycle Dealers	85	510
Automotive Dealers, Other	35	400
Rec. & Utility Trailer Dealers	35	350
Boat Dealers	35	190

Trade employment, like population, is concentrated in the state's two major metropolitan areas. Maricopa County, with 56 percent of the state's population, claims 67 percent of the industry's workers, while Pima County employs 17 percent and the nonmetropolitan counties share the remaining 16 percent.

Restaurants are most concentrated in Mohave and Yavapai counties and least concentrated in Apache County relative to their populations. Based on total employment in the industry, however, Maricopa leads the way with

nearly 40,000 restaurant workers and 2,000 tavern workers in 1982, followed by Pima County with 12,000 and 1,100 workers, respectively. Coconino County leads all counties in terms of the number of restaurant workers relative to population.

FIGURE 4: TRADE EMPLOYMENT BY AREA, 1982



The table below provides an index of employment to population. For example, the comparatively large index in Santa Cruz County's general merchandise stores indicates more than four times as many workers, per population, as are employed in Yavapai County's general merchandising industry. Santa Cruz county also has a greater proportion of employment in food stores and apparel and accessory stores. A predominately rural county with an active commercial center (Nogales), Santa Cruz County is an area where trade is especially important to the economy.

FIGURE 5: TRADE EMPLOYMENT PER 1000 POPULATION

INDUSTRY / COUNTY	APACHE	COCHISE	COCONINO	GILA	GRAH/GREEN.	MARICOPA	MOHAVE	NAVAJO	PIMA	PINAL	SANTA CRUZ	YAVAPAI	YUMA
Bldg. Matls. & Farm Equip.	1	2	1	1	3	3	3	2	3	1	3	3	2
General Merch. Stores	5	8	10	5	8	12	5	6	10	4	35	9	8
Food Stores	5	8	7	10	8	13	12	8	9	7	16	13	15
Auto Dealers & Service	2	6	8	6	6	9	12	9	8	6	6	6	9
Apparel & Access.	0	2	2	1	1	4	1	1	3	1	13	2	2
Furniture & Home Furnishings	0	1	1	1	1	4	1	1	2	0	3	2	1
Eating Places	3	12	29	17	12	25	20	14	21	9	18	19	23
Drinking Places	0	1	2	1	1	1	1	1	2	1	0	2	1
Misc. Retail	2	4	7	3	3	10	5	3	8	3	7	6	5

The reader is reminded that employment data in this publication represent those workers earning a wage and salary and exclude self-employed and unpaid family workers. This is especially significant in retail trade which is characterized by many "mom and pop" operations and sole proprietorships.

WHOLESALE TRADE

Statewide, wholesalers of machinery, equipment and supplies lead the industry, in terms of employment, with nearly 14,000 workers in 1982. Firms in this category are primarily engaged in two activities: first, the wholesaling of commercial machines and equipment, such as office, store and business machines; commercial food service equipment and fountain and store fixtures; and second, the marketing of industrial equipment, such as metalworking tools, food production machinery and industrial trucks and tractors. Behind the wholesaling of machinery, equipment and supplies are those wholesaling food and related products, with 9,200 workers in 1982.

FIGURE 6: ARIZONA'S WHOLESALE TRADE INDUSTRY
1982

	FIRMS	EMPLOY.
Machinery, Equip., and Supplies	1,385	13,720
Groceries	625	9,230
Miscellaneous Wholesale Goods	665	4,450
Electrical Goods	500	4,305
Motor Vehicle Parts and Supplies	295	3,440
Hardware, Plumbing, and Heating	325	2,570
Lumber and Construction Matls.	225	2,250
Alcoholic Beverages	75	1,820
Furniture and Home Furnishings	195	1,550
Petroleum and Petroleum Products	130	1,470
Paper and Paper Products	155	1,400
Drugs and Sundries	175	1,130
Chemicals	140	1,015
Metals and Minerals, Exc. Petrol.	75	710
Sporting, Recreation, and Hobby	95	540
Apparel and Notions	105	530
Farm Products	35	300
TOTAL	5,210	50,430

Employment in wholesale trade is concentrated in Maricopa County, in part, because of its location at the hub of the state's highway network. The concentration is especially evident in the durable sector where Maricopa County employs 80 percent of those working in wholesale trade establishments versus 76 percent in nondurables.

In the rural counties, however, employees in the wholesaling of nondurable goods outnumber those in the durable sector by about two to one. Yuma and Santa Cruz counties are primarily responsible for this, as the two counties employ nearly 1,400 in the wholesale distribution of fresh fruits and vegetables. With the exception of Mohave County, wholesale trade employment in the remaining nonmetropolitan counties is more equally divided between durable and nondurable. The industry in Mohave County is dominated by the wholesaling of durables - primarily machinery.

FIGURE 7: ARIZONA'S WHOLESALE TRADE INDUSTRY
BY COUNTY, 1982

	ESTAB.	EMPLOY.
Maricopa	3,995	39,870
Pima	600	5,840
Yuma	115	1,650
Santa Cruz	160	830
Pinal	45	490
Coconino	60	480
Cochise	45	360
Mohave	55	270
Yavapai	55	250
Graham/Greenlee	25	150
Navajo	30	110
Gila	20	70
Apache	10	60

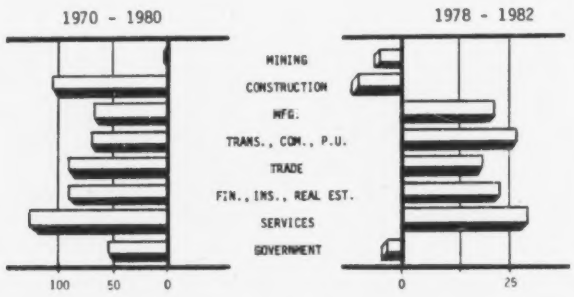
The miscellaneous wholesale goods industry, which is ranked fourth in the above table, is dominated by wholesalers of farm supplies such as animal feeds, agricultural chemicals, pesticides and seeds.

In contrast to measurements of employment, rankings by dollar volume of sales find wholesalers of groceries and related products leading the way, followed by wholesalers of motor vehicles and automotive parts and machinery, equipment and related supplies.

INDUSTRY TRENDS

Over the last decade, trade maintained its position as the industry employing the most workers in Arizona. Continued expansion in population, tourism, industrial development and income have resulted in relatively consistent increases in the number of retail establishments in operation and in the volume of business transacted. In 1982, nearly 25 percent of all Arizona workers were employed in the trade industry, as compared to approximately 23 percent in 1970. Eighty-three thousand jobs have been added in the retail sector and more than 20,000 in wholesale trade in the past ten years. Since 1972, employment in both retail and wholesale trade has grown nearly 70 percent compared to the change for all Arizona industries of about 60 percent.

FIGURE 8: EMPLOYMENT CHANGE IN ARIZONA'S INDUSTRIES (PERCENT)



Responding to a growing population and an increasing inclination by people to eat outside the home, employment in eating and drinking places led the trade industry with more than 18,000 new jobs between 1977 and 1982. For this period, establishments that primarily serve alcoholic beverages increased their employment 27 percent, while those that are primarily eating establishments grew 22 percent. This growth is not merely a local phenomenon. Nationally, over the last seven years, the number of jobs added in eating and drinking places was greater than the total employment in our nation's auto and steel industry.

Although providing a fraction of the number of new jobs created by eating and drinking establishments, retailers of apparel and accessories claim the highest growth rate between 1978 and 1982. Providing more than 2,000 new jobs during the period, these retailers expanded their employment 30 percent and, as of 1982, employed 9,000 workers in Arizona.

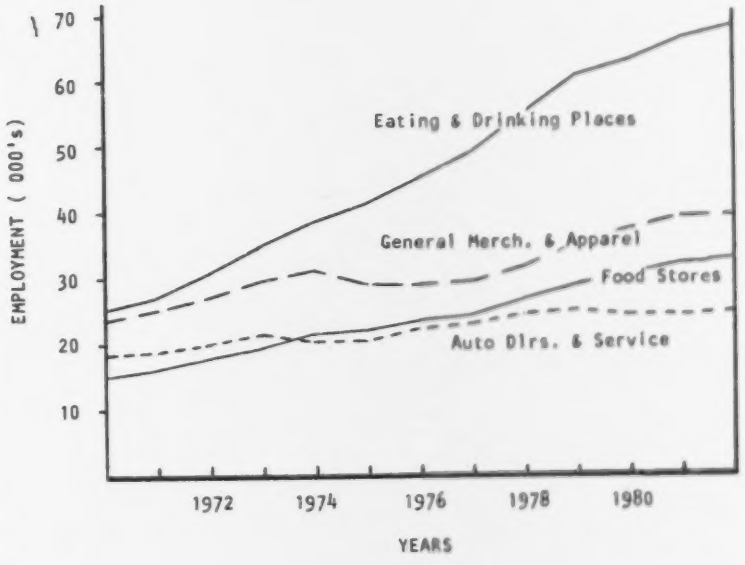
Reflecting their sensitivity to economic downturns, retailers of building materials and home furnishings registered a reduced rate of growth as a result of the most recent recession. After experiencing significant growth for most of the decade, sellers of building materials lost more than 7 percent of their employment in 1979, while home furnishings stores lost nearly 4 percent. Employment in general merchandise retailing, on the other hand, was undermined more by the 1975-76 recession.

FIGURE 9: GROWTH IN ARIZONA'S RETAIL TRADE INDUSTRIES

1971 - 1980	Growth			1978 - 1982	Growth	
	Percent	Absolute	RANK		Percent	Absolute
Eating & Drinking Places	129%	35,550	1	Apparel & Accessories	30%	2,150
Food Stores	93	14,975	2	Food Stores	23	6,025
Apparel & Accessories	81	3,859	3	Eating & Drinking Places	22	12,200
Bldg. Matls. & Farm Equip.	65	3,450	4	General Merchandise	14	3,640
Furniture & Home Furnishings	63	3,325	5	Furniture & Home Furnishings	2	175
General Merchandise	40	8,525	6	Bldg. Matls. & Farm Equip.	1	75
Auto Dealers & Service	29	5,425	7	Auto Dealers & Service	-1	-325

Experiencing a more long-term lackluster performance, however, is the automobile services industry. Sellers of automobiles in 1982 numbered nearly the same as they did in 1973, while gasoline service station employment has changed little since 1975 - this, even though passenger car registrations increased nearly 50,000 annually for the period.

FIGURE 10: EMPLOYMENT IN SELECTED TRADE INDUSTRIES
1970 - 1982



The wholesale sector experienced, over the last decade, the greatest employment growth in the wholesaling of electrical goods (130%), hardware, plumbing and heating equipment (94%) and dry goods and apparel (73%). From 1977 to 1982, however, wholesalers of hardware, plumbing and heating equipment ranked highest based on the rate of employment growth and were followed by wholesalers of electrical goods and those selling groceries.

Both wholesale and retail trade employment will expand rapidly through 1986. Following meager increases in 1981 and 1982, trade employment is responding to robust economic conditions and is expected to expand nearly 6 percent annually for the balance of the period. This is compared to national increases averaging less than 3 percent annually.

Population increases, although not matching the high rates of the 1970's, will average nearly 3.5 percent annually through 1986 and will provide further impetus to the growth of trade. Over the past two decades, the state's compounded population growth rate averaged nearly 4 percent compared to 1 percent for the United States. Arizona's projected growth rate through the year 2,000 is more than three times the U.S. rate.

Eating and drinking places will lead the industry, expanding nearly 25 percent between 1982 and 1986 to accomodate an expanding population and the growing number of families with two wage earners. As more spouses enter the work force, many families will find dining out a welcome convenience. Further bolstered by an improving economy, tourism and more convention business, eating and drinking establishments will employ 17,000 more workers by 1986. Ten thousand of these openings will be in Maricopa County, 3,000 in Pima County and the balance in the nonmetropolitan counties.

The recent boom in housing construction will be followed by development of neighborhood shopping centers and will contribute to large employment gains in department, grocery, drug and miscellaneous goods stores (e.g. jewelry, books, cameras and sporting goods). Although their employment will increase, a smaller share of total retail trade employment can be expected for mobile home dealers, variety, candy, dairy products, women's accessory and general merchandise stores.

Automotive dealers and gasoline service stations will likely continue the unassuming performance established in recent years. Growing at half the rate of trade overall, this sector will realize about 800 new jobs annually.

Overall, Arizona's trade industry will witness the addition of 45,000 workers to its ranks between 1982 and 1986. Growth in volume of sales will outpace employment increases, however, as self-service - already the rule in most food and variety stores - is extended to other kinds of stores. The rate of employment expansion is predicted to peak in 1984 with moderation in the succeeding two years.

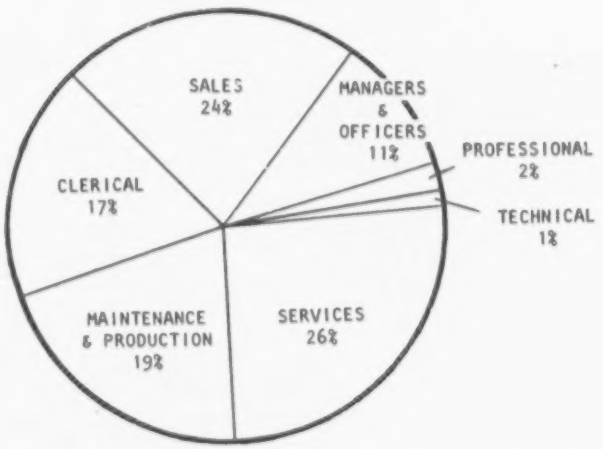
OCCUPATIONAL INFORMATION

OCCUPATIONAL ANALYSIS

The prominence of restaurant employment contributes to the high ranking of service workers in the trade industry. Of the 64,000 service workers in the industry, 16,000 are waiters or waitresses and another 16,000 are food preparation and service workers in fast food restaurants. Kitchen helpers rank a distant third with employment of 6,000.

Numbering nearly as many as service workers are those employed in sales occupations. This occupational group of nearly 60,000 workers is almost exclusively comprised of sales clerks and sales representatives, agents and associates. Sales clerks, unlike sales representatives, sell a variety of goods and services, usually inexpensive and not requiring much more knowledge of them than price. Sales representatives, on the other hand, are primarily involved with selling when extensive knowledge of the goods or services is required. Both the sales clerks and the "sales representatives, agents and associates" numbered 28,000 in 1982. It should be remembered

FIGURE 11: OCCUPATIONS IN ARIZONA'S TRADE INDUSTRY
MAY 1982



that these data represent only workers earning a wage or salary and exclude those earning a commission only.

Not far behind sales workers, and ranking third based on employment, is the maintenance and production workers category. Dominant here are delivery and route workers, automobile mechanics and sale -floor stock clerks. Note that retail trade includes automobile dealers and gasoline service stations but not establishments that are primarily involved with maintenance and repair of automobiles. The latter is included in the services industry - the subject of another "Arizona Occupational Profile."

County and statewide distributions of occupational employment are consistent with one another with the following exceptions. In Apache county,

FIGURE 12: MOST FREQUENTLY REPORTED
OCCUPATIONS IN ARIZONA'S TRADE INDUSTRY

	Employment 1982	Job Openings* 1982-1986
Sales Clerks	28,517	7,836
Sales Reps., Agents &/or Associates	28,255	8,336
Waiters or Waitresses	16,423	7,604
Food Prep. & Service Workers, Fast Food	15,803	6,710
Cashiers	13,569	4,968
Managers, Store	13,406	4,052
Stock Clerks, Sales Floor	7,014	1,534
Kitchen Helpers	5,837	2,433
General Office Clerks	5,282	2,075
Cooks, Restaurant	5,088	2,010
Delivery & Route Workers	5,053	1,353
Stock Clerks	4,652	1,343
Mechanics, Automotive	4,379	1,000
Mgrs., Restaurant, Coffee Shop or Liquor Est.	4,284	1,708
Dining Rm. & Caf. Attends. & Bartdr. Helpers	3,933	1,191
Baggers	3,610	839
Fuel Pump Attendants &/or Lubricators	3,597	874
Cooks, Short Order &/or Specialty Fast Foods	3,050	1,150
Bookkeepers, Hand	3,008	1,158
Janitors, Porters & Cleaners	2,778	1,005
Bartenders	2,538	980
Accounting Clerks	2,529	946
Truck Drivers	2,400	642
Wholesalers	2,349	829
Secretaries	1,983	840
Counter Attends., Lunch, Coffee Shop & Cafe.	1,979	895
Managers, Merchandise	1,944	562
Hosts/Hostesses, Rest., Lounge & Coffee Shop	1,687	789
Shipping &/or Receiving Clerks	1,653	447
Order Fillers	1,653	445
Buyers	1,522	461
Order Clerks	1,412	575
Supervisors, Nonworking	1,290	394
Sales Clerk Supervisors	1,273	462
Butchers &/or Meat Cutters	1,225	324

* Does not include turnover.

sales workers is the largest category and services workers, which ranks first in the state, ranks third. Trade employment in Santa Cruz county is led by clerical workers and sales workers and, again, service workers ranks third.

As the largest category in the trade industry, service occupations will provide the greatest number of job opportunities in the years ahead. Due to the growth of the industry and separations from the labor force, 26,000 openings are expected in the service occupations between 1982 and 1986. More than half of these will be in two occupations - waiters/waitresses and workers in fast food restaurants. Furthermore, many of those employed in these occupations are part-time workers, and because their turnover rate is particularly high, job openings will be especially plentiful.

Excluding turnover, sales occupations will provide about 4,200 employment opportunities annually. These openings will be equally divided between sales clerks and sales representatives, agents and/or associates, most of whom work in general merchandise stores - primarily, department stores. Although computer technologies are redefining employee tasks, retail trade will continue to be a good source of employment for recent high school graduates and others without extensive work histories.

According to Mr. Charles Nelson, Senior Vice President of Personnel at The Broadway Southwest, "Required experience for most retail positions does not currently include work with computers and peripheral equipment. However, a job seeker with such experience has an advantage and this preferred experience will become a requirement in the not too distant future."

Traditionally, capable sales workers without a college degree often advanced to management positions. However, a college education is now becoming increasingly important for advancement - especially in large retail establishments where college graduates are often hired as management trainees. "Managers and Officers" numbered 28,000 in 1982 and will likely expand to about 32,000 by 1986. Store managers dominate this occupational group that includes, among others, wholesalers, merchandise managers, restaurant managers and automobile service department managers.

Although not providing as many job openings as service occupations, the clerical category will expand the fastest - thus increasing its share of total trade employment. One-third of this category's 15,000 openings through 1986 will be for cashiers. In addition, many more openings will occur as cashiers transfer to other jobs. Although expanding more rapidly than the average for all occupations, employment for cashiers is likely to be affected by the use of computerized checkout systems. Computers, in addition to recording the description, price and tax of an item, also can track inventory and place orders when stock is needed.

Maintenance and production occupations will realize 13,000 openings during the projection period. Predominant are sales floor stock clerks, delivery and route workers and automotive mechanics.

OCCUPATIONAL STRUCTURE

The following tables provide employment estimates and projected employment and job openings for the state. A table for La Paz County is not included as the survey sample was drawn prior to this county's creation.

When using the data, please note the following:

1) The data reflect full and part-time wage and salary employment only, and do not include self-employed or unpaid family workers and those earning only a commission.

2) "Total Job Openings" represents the number of openings due to growth of the industry and separations from the labor force. They do not account for labor turnover, i.e., openings created when a worker changes jobs, leaving the job to be filled by someone else. These vacancies are often the largest source of job openings.

3) The projection technique does not possess the degree of accuracy that may be implied by small employment and demand figures.

4) To eliminate the possible disclosure of confidential employer information, occupations have been added to the appropriate "all other" or residual category if: less than three firms reported a single occupation; one firm reported more than 50 percent of the occupational estimate; two firms combined reported more than 75 percent of the occupational estimate. In certain cases, releases have been obtained from large employers to waive the confidentiality criteria.

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

STATEWIDE

	Estimated 1982 Employment	Percent of Total 1982 Employment	Projected 1986 Employment	Total Job Openings 1982-1986
TOTAL MANAGERS & OFFICERS	27,577	11.2	32,460	8,891
Directors, Food & Beverage &/or Managers, Catering	216	.1	267	86
Managers, Merchandise	1,944	.8	2,298	562
Managers, Store	13,406	5.4	15,508	4,052
Managers, Automobile Service Department	548	.2	615	146
Managers, Automotive Parts Department	406	.2	454	107
Wholesalers	2,349	1.0	2,832	829
Managers, Restaurant, Coffee Shop or Liquor Estab.	4,284	1.7	5,306	1,708
All Other Managers	4,424	1.8	5,180	1,401
TOTAL PROFESSIONAL WORKERS	5,611	2.3	6,611	1,824
Electrical & Electronic Engineers	105	.1	127	28
Mechanical Engineers	74	.0	88	19
All Other Engineers	59	.0	72	17
All Other Natural & Mathematical Scientists	2	.0	2	0
Chemists	15	.0	18	5
Systems Analysts, Electronic Data Processing	174	.1	209	43
Purchasing Agents &/or Buyers	84	.1	100	27
Buyers, Retail &/or Wholesale Trade	1,522	.6	1,752	461
Accountants & Auditors	825	.3	979	279
Commercial Artists	97	.1	110	31
Writers &/or Editors	30	.0	34	10
Musicians, Instrumental	218	.1	267	82
Personnel & Labor Relations Specialists	162	.1	183	40
Pharmacists	1,031	.4	1,223	423
Public Relations Practitioners	30	.0	36	10
Designers (Excl. Design Engineers)	824	.3	981	227
All Other Professional Workers	359	.1	430	122
TOTAL TECHNICAL WORKERS	1,455	.6	1,744	396
Computer Programmers	219	.1	261	54
Drafters	46	.0	55	13
Electrical & Electronic Technicians	923	.4	1,114	246
Mechanical Engineering Technicians	48	.0	58	12
All Other Engineering Technicians	11	.0	13	3
All Science Technicians	4	.0	5	1
Pharmacy Helpers	85	.0	97	32
All Other Technicians	119	.1	141	35
TOTAL SERVICE WORKERS	64,355	26.0	79,037	26,537
Janitors, Porters & Cleaners	2,778	1.1	3,268	1,005
Guards & Doorkeepers	392	.2	473	105
Bakers, Bread &/or Pastry	654	.3	787	246
Bartenders	2,538	1.0	3,136	980
Dining Room/Cafeteria Attends. & Bartender Helpers	3,933	1.6	4,892	1,191
Butchers &/or Meat Cutters	1,225	.5	1,417	324
Hosts/Hostesses, Restaurant, Lounge or Coffee Shop	1,687	.7	2,089	789
Kitchen Helpers	5,837	2.4	7,178	2,433
Waiters or Waitresses	16,423	6.6	20,263	7,604
Counter Attends., Lunch, Coffee Shop or Cafeteria	1,979	.8	2,403	895
Cooks, Short Order &/or Specialty Fast Foods	3,050	1.2	3,715	1,150
Cooks, Restaurant (Excl. Supervisory Chefs)	5,088	2.1	6,286	2,010
Food Preparation & Service Workers, Fast Food Restaurant	15,803	6.4	19,552	6,710
Pantry, Sandwich &/or Coffee Makers	833	.3	1,035	358
Cooks, Institution	249	.1	305	96
All Other Food Service Workers	362	.1	448	154
Cosmetologists &/or Women's Hairstylists	152	.1	172	60
Supervisors, Nonworking - Service	362	.1	441	120

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

STATEWIDE (CONTD.)

	Estimated 1982 Employment	Percent of Total 1982 Employment	Projected 1986 Employment	Total Job Openings 1982-1986
Checkers, Fitting Room	83	.0	89	16
Store Detectives	402	.2	454	74
All Other Service Workers	525	.2	634	217
TOTAL MAINTENANCE & PRODUCTION WORKERS	48,227	19.5	56,524	12,622
Mechanics, Aircraft	72	.0	86	18
Protective-Signal Installers &/or Repairers	6	.0	7	2
Mechanics, Automotive	4,379	1.8	5,015	1,000
Body Repairers, Automotive	557	.2	635	122
Bicycle Repairers	106	.0	127	31
Camera Repairers	8	.0	10	2
Diesel Mechanics (Excl. Auto & Eng. Equip.)	651	.3	773	180
Electric Motor Repairers	146	.1	177	44
Farm Equipment Mechanics	84	.0	100	22
Gasoline Engine or Mower Repairers	35	.0	42	11
Engineering Equipment Mechanics	502	.2	605	145
Laundry Machine Mechanics	36	.0	39	6
Locksmiths	9	.0	11	3
Marine Mechanics &/or Repairers	27	.0	30	6
Mechanics, Maintenance (Excl. Millwrights)	108	.0	122	24
Office Machine &/or Cash Register Servicers	620	.3	747	186
Refrigeration/Air Conditioning Mechanics	65	.0	74	16
TV Servicers & Repairers, Radio &/or Tape Recorder Repairers	275	.1	322	65
Coin-Machine Servicers &/or Vending Machine Repairers	129	.1	156	39
Motorboat Mechanics	39	.0	43	8
Mechanics, Sewing Machine	7	.0	8	2
Data Processing Machine Repairers	367	.2	444	98
Gas & Electric Appliance Repairers	266	.1	303	68
Elevator Installers &/or Repairers	61	.0	74	19
All Other Mechanics & Repairers	180	.1	213	50
Shoe Repairers	10	.0	11	5
Truck Drivers	2,400	1.0	2,861	642
Automobile Repair/Service Estimators	115	.1	133	28
Cabinetmakers (Excl. Carpenters)	360	.2	429	101
Carpet Cutters &/or Layers	124	.1	147	30
Carpenters (Excl. Cabinetmakers)	140	.1	167	45
Cleaners, Vehicle	614	.3	695	115
Crane, Derrick & Hoist Operators	42	.0	50	13
Delivery & Route Workers	5,053	2.0	6,048	1,353
Merchandise Displayers & Window Trimmers	139	.1	152	41
Electricians	11	.0	13	3
Supervisors, Nonworking	1,290	.5	1,537	394
Furnace Installers & Repairers, Hot Air	11	.0	13	4
Glaziers	79	.0	94	23
Heavy Equipment Operators	10	.0	12	2
Industrial Truck Operators	502	.2	600	135
Instrument Repairers	47	.0	57	14
Jewelers &/or Silversmiths	213	.1	254	81
Machinists	204	.1	241	59
Maintenance Repairers, General Utility	1,038	.4	1,236	296
Helpers, Trades	388	.2	441	97
Marine Service Station Attendants	23	.0	24	3
Musical Instrument Repairers	32	.0	39	10
Order Fillers	1,653	.7	1,992	445
Painters, Automotive	174	.1	200	47
Painters, Maintenance (Excl. Production Painters)	19	.0	22	6
Plumbers &/or Pipefitters	44	.0	53	14
Production Packagers, Hand or Machine	593	.2	697	199
Custom Sewers (Excl. Alteration)	40	.0	43	16
Sewing Machine Opers., Regular Equip.-Garment	71	.0	80	18
Sewing Machine Opers., Special Equip.-Garment	37	.0	44	12
Sewing Machine Opers., Regular Equip.-Nongarment	97	.0	114	31

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

STATEWIDE (CONTD.)

	Estimated 1982 Employment	Percent of Total 1982 Employment	Projected 1986 Employment	Total Job Openings 1982-1986
Sewing Machine Opers., Special &/or Automatic Equip.-Nongarment	167	.1	201	57
Stationary Engineers	26	.0	28	5
Alteration Tailors	274	.1	295	68
Tire Fabricators &/or Repairers	278	.1	327	81
Watchmakers	44	.0	52	12
Welders & Flamecutters	140	.1	168	45
Furniture Assemblers & Installers	177	.1	214	57
Baggers	3,610	1.5	4,219	839
Fuel Pump Attendants &/or Lubricators	3,597	1.5	4,060	874
Tire Changers	636	.3	721	158
Opticians, Dispensing &/or Optical Mechanics	164	.1	198	63
Drapery Hangers	48	.0	57	19
Household Appliance Installers	65	.0	72	15
Stock Clerks, Sales Floor	7,014	2.8	8,102	1,534
Furniture Finishers	96	.0	114	23
Furniture Upholsterers	52	.0	60	16
All-Around Tailors	21	.0	23	5
Bakers	320	.1	382	117
Cake Decorators	60	.0	70	21
Doughnut Makers &/or Doughnut Machine Opers.	23	.0	27	7
Wood Machinists	134	.1	161	42
Variety Saw Operators	12	.0	15	4
Woodworking Machine Operators	13	.0	16	5
Conveyor Operators & Tenders	77	.0	93	25
Ceiling Tile Installers &/or Floor Layers	101	.0	121	15
Truck Driver Helpers	19	.0	23	6
Mobile Home Repairers	130	.1	151	33
Mobile Home Set-Up Operators	89	.0	105	26
Picture Framers	53	.0	64	17
All Other Skilled Craft Workers	461	.2	552	134
All Other Operatives & Semiskilled Workers	1,693	.7	2,023	527
All Other Laborers & Unskilled Workers	4,325	1.7	5,148	1,323
TOTAL CLERICAL WORKERS	41,266	16.7	48,209	14,903
Bookkeeping &/or Billing Machine Operators	510	.2	607	195
Computer Operators	237	.1	282	71
Keypunch Operators	226	.1	265	89
Peripheral EDP Equipment Operators	102	.0	120	43
All Other Office Machine Operators	129	.0	149	57
Stenographers	28	.0	34	12
Accounting Clerks	2,529	1.0	2,967	946
Bookkeepers, Hand	3,008	1.2	3,560	1,158
Adjustment Clerks	312	.1	348	104
Cashiers (Include Cashier-Checkers)	13,569	5.5	15,701	4,968
Collectors	312	.1	364	100
File Clerks	76	.0	88	33
General Clerks, Office	5,282	2.1	6,193	2,075
Credit Authorizers	184	.1	207	63
Order Clerks	1,412	.6	1,682	575
Payroll &/or Timekeeping Clerks	166	.1	188	52
Personnel Clerks	138	.1	154	54
Procurement Clerks	35	.0	42	11
Credit Reference Clerks	140	.1	162	53
Receptionists	163	.1	194	74
Secretaries	1,983	.8	2,357	840
Service Clerks	348	.1	392	120
Switchboard Operators	160	.1	182	65
Switchboard Operators/Receptionists	287	.1	338	128
Typists	424	.2	509	198
Clerical Supervisors, Office or Plant	582	.2	681	172
All Other Office Clerical Workers	534	.2	606	189
Shipping Packers	1,130	.5	1,352	354
Shipping &/or Receiving Clerks	1,653	.7	1,949	447

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

STATEWIDE (CONTD.)

	Estimated 1982 Employment	Percent of Total 1982 Employment	Projected 1986 Employment	Total Job Openings 1982-1986
Weighers, Record Keeping	55	.0	65	17
Stock Clerks, Stockroom, Warehouse or Storage	4,652	1.9	5,456	1,343
Dispatchers, Vehicle, Service or Work	133	.1	157	39
Marking Clerks	678	.3	754	223
All Other Plant Clerical Workers	89	.0	104	35
TOTAL SALES WORKERS	58,541	23.7	67,583	16,784
Sales Representatives, Agents &/or Associates	28,255	11.4	32,903	8,336
Sales Clerks (Excl. Cashiers)	28,517	11.6	32,649	7,836
Demonstrators	106	.0	117	29
Sales Clerk Supervisors	1,273	.5	1,468	462
All Other Sales Workers	390	.2	446	121
TOTAL ALL OCCUPATIONS	247,032	100.0	292,168	81,957

Confidential data for certain occupations, and data for occupations with employment of less than five, have been added to "All" or "All Others" categories or collapsed into major occupational classes as follows:

PROFESSIONAL WORKERS

All Other Engineers
Chemical Engineers

All Other Professional Workers
Lawyers
Physicians &/or Surgeons

MAINTENANCE & PRODUCTION WORKERS

All Other Skilled Craft Workers
Custom Tailors

All Other Operatives & Semiskilled Workers
Drapery & Upholstery Measurers

All Other Laborers & Unskilled Workers
Oilers

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

APACHE COUNTY

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
TOTAL MANAGERS & OFFICERS	111	120	9	15	24
Managers, Merchandise	5	5	0	1	1
Managers, Store	80	87	7	11	18
Managers, Restaurant, Coffee Shop or Liquor Estab.	6	7	1	1	2
All Other Managers	20	21	1	2	3
TOTAL PROFESSIONAL WORKERS	9	10	1	2	3
TOTAL SERVICE WORKERS	184	217	33	34	67
Janitors, Porters & Cleaners	8	9	1	1	2
Butchers &/or Meat Cutters	11	12	1	1	2
Kitchen Helpers	18	21	3	3	6
Waiters or Waitresses	52	62	10	12	22
Cooks, Short Order &/or Specialty Fast Foods	32	39	7	5	12
Cooks, Restaurant (Excl. Supervisory Chefs)	12	14	2	2	4
Food Preparation & Service Workers, Fast Food Restaurant	36	43	7	7	14
All Other Food Service Workers	15	17	2	3	5
TOTAL MAINTENANCE & PRODUCTION WORKERS	125	135	10	10	20
Mechanics, Automotive	16	17	1	1	2
All Other Mechanics & Repairers	4	5	1	0	1
Delivery & Route Workers	10	11	1	1	2
Fuel Pump Attendants &/or Lubricators	36	39	3	4	7
Stock Clerks, Sales Floor	33	36	3	2	5
All Other Skilled Craft Workers	4	4	0	1	1
All Other Operatives & Semiskilled Workers	15	16	1	1	2
All Other Laborers & Unskilled Workers	7	7	0	0	0
TOTAL CLERICAL WORKERS	220	237	17	43	60
Bookkeepers, Hand	12	13	1	2	3
Cashiers (Include Cashier-Checkers)	172	185	13	35	48
General Clerks, Office	12	13	1	3	4
All Other Office Clerical Workers	7	7	0	1	1
Stock Clerks, Stockroom, Warehouse or Storage	15	17	2	2	4
All Other Plant Clerical Workers	2	2	0	0	0
TOTAL SALES WORKERS	304	329	25	39	64
All Sales Representatives, Agents, &/or Associates	45	48	3	6	9
Sales Clerks (Excl. Cashiers)	257	279	22	33	55
All Other Sales Workers	2	2	0	0	0
TOTAL ALL OCCUPATIONS	953	1,048	95	143	238

Confidential data for certain occupations, and data for occupations with employment of less than five, have been added to "All" or "All Other" categories or collapsed into major occupational classes as follows:

MANAGERS & OFFICERS

All Other Managers
Managers, Automobile Service Department
Managers, Automotive Parts Department
Wholesalers

PROFESSIONAL WORKERS

Buyers
Pharmacists

SERVICE WORKERS

All Other Food Service Workers
Bakers, Bread &/or Pastry
Bartenders
Dining Room/Cafeteria Attendants & Bartender Helpers
Hosts/Hostesses, Restaurant, Lounge or Coffee Shop
Counter Attends., Lunch, Coffee Shop or Cafeteria

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

APACHE COUNTY (CONTD.)

MAINTENANCE & PRODUCTION WORKERS

All Other Mechanics & Repairers
Gas & Electric Appliance Repairers

All Other Skilled Craft Workers
Jewelers &/or Silversmiths

All Other Operatives & Semiskilled Workers
Truck Drivers
Marine Service Station Attendants
Tire Changers

All Other Laborers & Unskilled Workers
Helpers, Trades
Baggers

CLERICAL WORKERS

All Other Office Clerical Workers
Accounting Clerks
Payroll &/or Timekeeping Clerks
Secretaries
Clerical Supervisors, Office or Plant

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

COCHISE COUNTY

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
TOTAL MANAGERS & OFFICERS	451	497	46	64	110
Managers, Merchandise	33	38	5	3	8
Managers, Store	269	292	23	38	61
Managers, Automobile Service Department	12	12	0	2	2
Managers, Automotive Parts Department	15	15	0	2	2
Managers, Restaurant, Coffee Shop or Liquor Estab.	58	70	12	9	21
All Other Managers	64	70	6	10	16
TOTAL PROFESSIONAL WORKERS	64	73	9	11	20
Buyers, Retail &/or Wholesale Trade	17	19	2	3	5
Accountants & Auditors	9	10	1	1	2
Pharmacists	23	26	3	5	8
All Other Professional Workers	15	18	3	2	5
TOTAL TECHNICAL WORKERS	1	1	0	0	0
TOTAL SERVICE WORKERS	1,192	1,417	225	220	445
Janitors, Porters & Cleaners	73	83	10	13	23
Guards & Doorkeepers	1	1	0	0	0
Bakers, Bread &/or Pastry	15	18	3	3	6
Bartenders	81	97	16	12	28
Dining Room/Cafeteria Attends. & Bartender Helpers	19	23	4	1	5
Butchers &/or Meat Cutters	50	54	4	5	9
Kitchen Helpers	115	138	23	21	44
Waiters or Waitresses	332	399	67	76	143
Counter Attends., Lunch, Coffee Shop or Cafeteria	31	36	5	7	12
Cooks, Short Order &/or Specialty Fast Foods	131	155	24	21	45
Cooks, Restaurant (Excl. Supervisory Chefs)	92	111	19	15	34
Food Preparation & Service Workers, Fast Food Restaurant	223	268	45	41	86
Pantry, Sandwich &/or Coffee Makers	7	8	1	1	2
All Other Food Service Workers	5	6	1	1	2
Supervisors, Nonworking - Service	9	11	2	1	3
All Other Service Workers	8	9	1	2	3
TOTAL MAINTENANCE & PRODUCTION WORKERS	732	786	54	58	112
Mechanics, Automotive	86	89	3	7	10
Body Repairers, Automotive	18	18	0	1	1
Gas & Electric Appliance Repairers	10	11	1	1	2
All Other Mechanics & Repairers	22	23	1	0	1
Truck Drivers	28	31	3	2	5
Cleaners, Vehicle	12	12	0	1	1
Delivery & Route Workers	60	68	8	4	12
Jewelers &/or Silversmiths	6	7	1	1	2
Helpers, Trades	16	17	1	2	3
Order Fillers	8	9	1	1	2
Production Packagers, Hand or Machine	12	13	1	2	3
Baggers	78	84	6	5	11
Fuel Pump Attendants &/or Lubricators	100	105	5	11	16
Tire Changers	7	8	1	1	2
Stock Clerks, Sales Floor	174	187	13	11	24
All Other Skilled Craft Workers	47	51	4	3	7
All Other Operatives & Semiskilled Workers	15	16	1	1	2
All Other Laborers & Unskilled Workers	33	37	4	4	8
TOTAL CLERICAL WORKERS	660	719	59	127	186
Bookkeeping &/or Billing Machine Operators	7	8	1	1	2
All Other Office Machine Operators	3	3	0	1	1
Accounting Clerks	29	32	3	6	9
Bookkeepers, Hand	66	73	7	13	20

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

COCHISE COUNTY (CONTD.)

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
Cashiers (Include Cashier-Checkers)	343	372	29	70	99
General Clerks, Office	64	70	6	14	20
Order Clerks	11	12	1	2	3
Secretaries	20	22	2	5	7
Service Clerks	9	9	0	2	2
Typists	8	9	1	2	3
All Other Office Clerical Workers	12	12	0	1	1
Shipping &/or Receiving Clerks	19	21	2	2	4
Stock Clerks, Stockroom, Warehouse or Storage	64	71	7	7	14
All Other Plant Clerical Workers	5	5	0	1	1
TOTAL SALES WORKERS	932	1,020	88	120	208
Sales Representatives, Agents &/or Associates	303	329	26	39	65
Sales Clerks (Excl. Cashiers)	624	686	62	80	142
All Other Sales Workers	5	5	0	1	1
TOTAL ALL OCCUPATIONS	4,032	4,513	481	600	1,081

Confidential data for certain occupations, and data for occupations with employment of less than five, have been added to "All" or "All Other" categories or collapsed into major occupational classes as follows:

MANAGERS & OFFICERS

All Other Managers & Officers
Directors, Food & Beverage &/or Managers, Catering
Wholesalers

PROFESSIONAL WORKERS

All Other Professional Workers
Designers

SERVICE WORKERS

All Other Food Service Workers
Hosts/Hostesses, Restaurant, Lounge or Coffee Shop
Cooks, Institution

MAINTENANCE & PRODUCTION WORKERS

All Other Mechanics & Repairers
Farm Equipment Mechanics
Gasoline Engine or Mower Repairers
Laundry Machine Mechanics
Mechanics, Maintenance (Excl. Millwrights)
Office Machine &/or Cash Register Servicers
Refrigeration/Air Conditioning Mechanics
TV Servicers & Repairers, Radio &/or Tape Recorder Repairers
Motorboat Mechanics

All Other Skilled Craft Workers
Automobile Repair/Service Estimators
Cabinetmakers (Excl. Carpenters)
Merchandise Displayers & Window Trimmers
Supervisors, Nonworking

MAINTENANCE & PRODUCTION WORKERS (CONTD.)

Glaziers
Machinists
Maintenance Repairers, General Utility
Painters, Automotive
Stationary Engineers
Watchmakers
Household Appliance Installers
Cake Decorators
Ceiling Tile Installers &/or Floor Layers

All Other Operatives & Semiskilled Workers
Carpet Cutters &/or Layers
Industrial Truck Operators
Doughnut Makers &/or Doughnut Machine Operators
Truck Driver Helpers
Mobile Home Set-Up Operators

All Other Laborers & Unskilled Workers
Mobile Home Repairers

CLERICAL WORKERS

All Other Office Machine Operators
Computer Operators

All Other Office Clerical Workers
Adjustment Clerks
Credit Authorizers
Payroll &/or Timekeeping Clerks
Receptionists
Clerical Supervisors, Office or Plant

SALES WORKERS

All Other Sales Workers
Sales Clerk Supervisors

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

COCONINO COUNTY

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
TOTAL MANAGERS & OFFICERS	701	784	83	102	185
Directors, Food & Beverage &/or Managers, Catering	8	10	2	1	3
Managers, Merchandise	33	37	4	3	7
Managers, Store	362	393	31	52	83
Managers, Automobile Service Department	20	21	1	3	4
Managers, Automotive Parts Department	6	6	0	1	1
Wholesalers	34	39	5	5	10
Managers, Restaurant, Coffee Shop or Liquor Estab.	162	195	33	26	59
All Other Managers	76	83	7	11	18
TOTAL PROFESSIONAL WORKERS	122	135	13	18	31
Buyers, Retail &/or Wholesale Trade	62	68	6	9	15
Accountants & Auditors	14	15	1	2	3
Pharmacists	22	25	3	5	8
Designers (Excl. Design Engineers)	12	14	2	1	3
All Other Professional Workers	12	13	1	1	2
TOTAL TECHNICAL WORKERS	14	16	2	1	3
All Engineering Technicians	13	15	2	1	3
All Medical & Dental Technicians	1	1	0	0	0
TOTAL SERVICE WORKERS	2,459	2,945	486	454	940
Janitors, Porters & Cleaners	60	68	8	11	19
Guards & Doorkeepers	7	8	1	0	1
Bakers, Bread &/or Pastry	13	15	2	2	4
Bartenders	91	110	19	14	33
Dining Room/Cafeteria Attends. & Bartender Helpers	151	182	31	9	40
Butchers &/or Meat Cutters	45	48	3	5	8
Hosts/Hostesses, Restaurant, Lounge or Coffee Shop	68	82	14	15	29
Kitchen Helpers	281	338	57	52	109
Waiters or Waitresses	727	873	146	165	311
Counter Attends., Lunch, Coffee Shop or Cafeteria	85	101	16	20	36
Cooks, Short Order &/or Specialty Fast Foods	124	149	25	20	45
Cooks, Restaurant (Excl. Supervisory Chefs)	224	270	46	35	81
Food Preparation & Service Workers, Fast Food Restaurant	500	602	102	93	195
Pantry, Sandwich &/or Coffee Makers	18	22	4	3	7
Supervisors, Nonworking - Service	27	32	5	3	8
All Other Service Workers	38	45	7	7	14
TOTAL MAINTENANCE & PRODUCTION WORKERS	1,184	1,274	90	98	188
Mechanics, Automotive	141	147	6	11	17
Body Repairers, Automotive	19	19	0	1	1
Gas & Electric Appliance Repairers	10	11	1	1	2
All Other Mechanics & Repairers	36	38	2	2	4
Truck Drivers	77	86	9	6	15
Baggers	69	74	5	4	9
Production Packagers, Hand or Machine	7	8	1	1	2
Cleaners, Vehicle	9	9	0	0	0
Delivery & Route Workers	143	162	19	10	29
Supervisors, Non-working	10	11	1	1	2
Industrial Truck Operators	12	13	1	1	2
Jewelers &/or Silversmiths	9	10	1	2	3
Maintenance Repairers, General Utiltiy	41	47	6	4	10
Helpers, Trades	10	10	0	1	1
Order Fillers	10	12	2	1	3
Fuel Pump Attendants &/or Lubricators	226	234	8	25	33
Tire Changers	10	10	0	1	1

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

COCONINO COUNTY (CONTD.)

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
Stock Clerks, Sales Floor	231	248	17	14	31
All Other Skilled Craft Workers	46	49	3	4	7
All Other Operatives & Semiskilled Workers	22	23	1	3	4
All Other Laborers & Unskilled Workers	46	53	7	5	12
TOTAL CLERICAL WORKERS	1,027	1,129	102	201	303
Bookkeeping &/or Billing Machine Operators	23	26	3	4	7
All Other Office Machine Operators	9	9	0	2	2
Accounting Clerks	44	49	5	9	14
Bookkeepers, Hand	82	92	10	16	26
Cashiers (Include Cashier-Checkers)	517	570	53	107	160
General Clerks, Office	96	105	9	21	30
Order Clerks	13	15	2	3	5
Secretaries	26	29	3	6	9
Service Clerks	5	5	0	1	1
Switchboard Operators	6	7	1	2	3
Clerical Supervisors, Office or Plant	9	10	1	1	2
All Other Office Clerical Workers	65	68	3	13	16
Shipping &/or Receiving Clerks	30	34	4	3	7
Stock Clerks, Stockroom, Warehouse or Storage	79	86	7	9	16
Marking Clerks	19	20	1	4	5
All Other Plant Clerical Workers	4	4	0	0	0
TOTAL SALES WORKERS	1,163	1,277	114	151	265
Sales Representatives, Agents &/or Associates	379	413	34	49	83
Sales Clerks (Excl. Cashiers)	760	838	78	98	176
All Other Sales Workers	24	26	2	4	6
TOTAL ALL OCCUPATIONS	6,670	7,560	890	1,025	1,915

Confidential data for certain occupations, and data for occupations with employment of less than five, have been added to "All" or "All Other" categories or collapsed into major occupational classes as follows:

PROFESSIONAL WORKERS

All Other Professionals
Commercial Artists
Musicians, Instrumental
Personnel & Labor Relations Specialists

TECHNICAL WORKERS

All Engineering Technicians
Computer Programmers
Electrical & Electronic Technicians

SERVICE WORKERS

All Other Service Workers
Cooks, Institution
Store Detectives

MAINTENANCE & PRODUCTION WORKERS

All Other Mechanics & Repairers
Bicycle Repairers
Laundry Machine Mechanics
Marine Mechanics &/or Repairers
Mechanics, Maintenance (Excl. Millwrights)
Office Machine &/or Cash Register Servicers
TV Servicers & Repairers, Radio &/or Tape Recorder Repairers
Coin-Machine Servicers &/or Vending Machine Repairers
Motorboat Mechanics

MAINTENANCE & PRODUCTION WORKERS (CONTD.)

All Other Skilled Craft Workers
Shoe Repairers
Cabinetmakers (Excl. Carpenters)
Merchandise Displayers & Window Trimmers
Electricians
Carpenters
Painters, Automotive
Plumbers &/or Pipefitters
Watchmakers
Household Appliance Installers
Furniture Finishers
Furniture Upholsterers

All Other Operatives & Semiskilled Workers
Carpet Cutters &/or Layers
Tire Fabricators &/or Repairers
Welders & Flamecutters
Drapery Hangers
Doughnut Makers &/or Machine Opers.

All Other Laborers & Unskilled Workers
Painters, Maintenance (Excl. Production Painters)

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

COCONINO COUNTY (CONTD.)

CLERICAL WORKERS

All Other Office Machine Operators
Computer Operators
Keypunch Operators

All Other Office Clericals
Adjustment Clerks
Collectors
Credit Authorizers
Payroll &/or Timekeeping Clerks
Personnel Clerks
Credit Reference Clerks
Switchboard Operators/Receptionists
Typists

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

GILA COUNTY

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
TOTAL MANAGERS & OFFICERS	154	169	15	22	37
Managers, Merchandise	8	9	1	1	2
Managers, Store	79	85	6	11	17
Managers, Automobile Service Department	6	6	0	1	1
Managers, Automotive Parts Department	8	8	0	1	1
Wholesalers	7	8	1	1	2
Managers, Restaurant, Coffee Shop or Liquor Estab.	30	36	6	5	11
All Other Managers	16	17	1	2	3
TOTAL PROFESSIONAL WORKERS	28	32	4	5	9
Buyers, Retail &/or Wholesale Trade	6	7	1	1	2
Pharmacists	11	13	2	2	4
All Other Professional Workers	11	12	1	2	3
TOTAL SERVICE WORKERS	783	935	152	146	298
Janitors, Porters & Cleaners	25	29	4	5	9
Bartenders	29	35	6	4	10
Dining Room/Cafeteria Attends. & Bartender Helpers	13	16	3	1	4
Butchers &/or Meat Cutters	27	29	2	3	5
Hosts/Hostesses, Restaurant, Lounge or Coffee Shop	5	6	1	1	2
Kitchen Helpers	53	64	11	10	21
Waiters or Waitresses	174	209	35	40	75
Cooks, Short Order &/or Specialty Fast Foods	72	84	12	11	23
Cooks, Restaurant (Excl. Supervisory Chefs)	48	58	10	8	18
Food Preparation & Service Workers, Fast Food Restaurant	330	397	67	61	128
All Other Food Service Workers	7	8	1	2	3
TOTAL MAINTENANCE & PRODUCTION WORKERS	321	342	21	21	42
Mechanics, Automotive	43	44	1	3	4
Body Repairers, Automotive	6	6	0	0	0
Gas & Electric Appliance Repairers	6	7	1	1	2
All Other Mechanics & Repairers	4	4	0	0	0
Truck Drivers	11	13	2	1	3
Cleaners, Vehicle	8	8	0	0	0
Delivery & Route Workers	23	26	3	2	5
Helpers, Trades	6	6	0	1	1
Baggers	39	42	3	2	5
Fuel Pump Attendants &/or Lubricators	40	41	1	4	5
Stock Clerks, Sales Floor	101	109	8	6	14
All Other Skilled Craft Workers	8	8	0	0	0
All Other Operatives & Semiskilled Workers	18	20	2	0	2
All Other Laborers & Unskilled Workers	8	8	0	1	1
TOTAL CLERICAL WORKERS	252	273	21	51	72
All Office Machine Operators	1	1	0	0	0
Accounting Clerks	14	15	1	3	4
Bookkeepers, Hand	33	37	4	7	11
Cashiers (Include Cashier-Checkers)	164	177	13	34	47
General Clerks, Office	13	14	1	3	4
All Other Office Clerical Workers	12	13	1	2	3
Stock Clerks, Stockroom, Warehouse or Storage	10	11	1	1	2
All Other Plant Clerical Workers	5	5	0	1	1
TOTAL SALES WORKERS	264	287	23	34	57
Sales Representatives, Agents &/or Associates	82	88	6	10	16
Sales Clerks (Excl. Cashiers)	178	195	17	23	40
All Other Sales Workers	4	4	0	1	1
TOTAL ALL OCCUPATIONS	1,802	2,038	236	279	515

Confidential data for certain occupations, and data for occupations with employment of less than five, have been added to "All" or "All Other" categories or collapsed into major occupational classes as follows:

PROFESSIONAL WORKERS

All Other Professional Workers
Accountants & Auditors
Musicians, Instrumental
Designers (Excl. Design Engineers)

SERVICE WORKERS

All Other Food Service Workers
Bakers, Bread &/or Pastry
Counter Attends., Lunch, Coffee Shop or Cafeteria

MAINTENANCE & PRODUCTION WORKERS

All Other Mechanics & Repairers
Laundry Machine Mechanics
Mechanics, Maintenance (Excl. Millwrights)
TV Servicers & Repairers, Radio &/or Tape Recorder Repairers

All Other Skilled Craft Workers
Supervisors, Nonworking
Painters, Automotive
Household Appliance Installers
Furniture Upholsterers

MAINTENANCE & PRODUCTION WORKERS (CONTD.)

All Other Operatives & Semiskilled Workers
Carpet Cutters &/or Layers
Industrial Truck Operators
Tire Changers
Doughnut Makers &/or Doughnut Machine Opers.

All Other Laborers & Unskilled Workers
Production Packagers, Hand or Machine

CLERICAL WORKERS

All Other Office Clerical Workers
Adjustment Clerks
Order Clerks
Secretaries
Service Clerks
Clerical Supervisors, Office or Plant

All Other Plant Clerical Workers
Shipping &/or Receiving Clerks
Marking Clerks

SALES WORKERS

All Other Sales Workers
Sales Clerk Supervisors

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

GRAHAM COUNTY

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
TOTAL MANAGERS & OFFICERS	139	155	16	19	35
Managers, Merchandise	7	8	1	1	2
Managers, Store	65	70	5	9	14
Wholesalers	9	10	1	1	2
Managers, Restaurant, Coffee Shop or Liquor Estab.	28	34	6	4	10
All Other Managers	30	33	3	4	7
TOTAL PROFESSIONAL WORKERS	17	19	2	2	4
Pharmacists	6	7	1	1	2
All Other Professional Workers	11	12	1	1	2
TOTAL TECHNICAL WORKERS	1	1	0	0	0
TOTAL SERVICE WORKERS	402	479	77	72	149
Janitors, Porters & Cleaners	17	19	2	3	5
Butchers &/or Meat Cutters	16	17	1	2	3
Kitchen Helpers	29	35	6	5	11
Waiters or Waitresses	52	63	11	12	23
Cooks, Short Order &/or Specialty Fast Foods	45	54	9	7	16
Cooks, Restaurant (Excl. Supervisory Chefs)	28	34	6	4	10
Food Preparation & Service Workers, Fast Food Restaurant	196	235	39	36	75
All Other Food Service Workers	17	20	3	3	6
All Other Service Workers	2	2	0	0	0
TOTAL MAINTENANCE & PRODUCTION WORKERS	297	320	23	21	44
Mechanics, Automotive	37	39	2	3	5
All Other Mechanics & Repairers	19	21	2	1	3
Cleaners, Vehicle	7	7	0	0	0
Delivery & Route Workers	45	52	7	3	10
Tire Fabricators &/or Repairers	9	9	0	1	1
Baggers	46	49	3	3	6
Fuel Pump Attendants &/or Lubricators	24	25	1	3	4
Stock Clerks, Sales Floor	60	64	4	4	8
All Other Skilled Craft Workers	17	18	1	1	2
All Other Operatives & Semiskilled Workers	17	19	2	1	3
All Other Laborers & Unskilled Workers	16	17	1	1	2
TOTAL CLERICAL WORKERS	179	195	16	35	51
All Office Machine Operators	4	5	1	1	2
Bookkeepers, Hand	24	27	3	5	8
Cashiers (Include Cashier-Checkers)	93	101	8	19	27
General Clerks, Office	29	32	3	6	9
All Other Office Clerical Workers	9	9	0	2	2
Shipping &/or Receiving Clerks	5	5	0	0	0
Stock Clerks, Stockroom, Warehouse or Storage	15	16	1	2	3
TOTAL SALES WORKERS	254	276	22	33	55
Sales Representatives, Agents &/or Associates	100	108	8	13	21
Sales Clerks (Excl. Cashiers)	154	168	14	20	34
TOTAL ALL OCCUPATIONS	1,289	1,445	156	182	338

Confidentinal data for certain occupations, and data for occupations with employment of less than five, have been added to "All" or "All Other" categories or collapsed into major occupational classes as follows:

MANAGER & OFFICERS

All Other Managers
Managers, Automobile Service Department
Managers, Automotive Parts Department

PROFESSIONAL WORKERS

All Other Professional Workers
Buyers
Designers

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

GRAHAM COUNTY (CONTD.)

SERVICE WORKERS

All Other Food Service Workers
Bakers, Bread &/or Pastry
Bartenders
Dining Room/Cafeteria Attendants & Bartender Helpers
Host/Hostesses, Restaurant, Lounge or Coffee Shop
Counter Attends, Lunch, Coffee Shop or Cafeteria

MAINTENANCE & PRODUCTION WORKERS

All Other Mechanics & Repairers
Body Repairers, Automotive
Diesel Mechanics
Farm Equipment Mechanics
Laundry Machine Mechanics
Mechanics, Maintenance (Excl. Millwrights)
Office Machine &/or Cash Register Servicers
TV Servicers & Repairers, Radio &/or Tape Recorder Repairers
Gas & Electric Appliance Repairers

MAINTENANCE & PRODUCTION WORKERS (CONTD.)

All Other Skilled Craft Workers
Bakers
Carpenters
Supervisors, Nonworking
Glaziers
Machinists
Maintenance Repairers, General Utility
Tire Fabricators &/or Repairers
Household Appliance Installers

All Other Operatives & Semiskilled Workers
Truck Drivers
Industrial Truck Operators
Welders & Flamecutters
Furniture Assemblers & Installers
Tire Changers
Mobile Home Set-Up Operators

All Other Laborers & Unskilled Workers
Helpers, Trades
Order Fillers
Production Packagers, Hand or Machine

CLERICAL WORKERS

All Office Machine Operators
Bookkeeping &/or Billing Machine Operators

All Other Office Clerical Workers
Accounting Clerks
Order Clerks
Secretaries

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

GREENLEE COUNTY

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
TOTAL MANAGERS & OFFICERS	40	43	3	5	8
Managers, Store	18	19	1	3	4
All Other Managers	22	24	2	2	4
TOTAL PROFESSIONAL WORKERS	6	6	0	1	1
TOTAL SERVICE WORKERS	94	108	14	17	31
Janitors, Porters & Cleaners	6	7	1	1	2
Kitchen Helpers	13	15	2	2	4
Waiters or Waitresses	27	31	4	6	10
Cooks, Restaurant (Excl. Supervisory Chefs)	11	13	2	2	4
All Other Food Service Workers	34	39	5	5	10
All Other Service Workers	3	3	0	1	1
TOTAL MAINTENANCE & PRODUCTION WORKERS	61	63	2	4	6
All Mechanics & Repairers	5	5	0	0	0
All Operatives & Semiskilled Workers	52	54	2	4	6
All Laborers & Unskilled Workers	4	4	0	0	0
TOTAL CLERICAL WORKERS	32	33	1	6	7
Cashiers (Include Cashiers-Checkers)	12	13	1	2	3
General Clerks, Office	7	7	0	2	2
All Other Office Clerical Workers	10	10	0	2	2
All Plant Clerical Workers	3	3	0	0	0
TOTAL SALES WORKERS	81	88	7	10	17
Sales Clerks (Excl. Cashiers)	66	72	6	8	14
All Sales Representatives, Agents &/or Associates	15	16	1	2	3
TOTAL ALL OCCUPATIONS	314	341	27	43	70

Confidential data for certain occupations, and data for occupations with employment of less than five, have been added to "All" or "All Other" categories or collapsed into major occupational classes as follows:

MANAGERS & OFFICERS

All Other Managers
- Managers, Automotive Parts Department
- Managers, Restaurant, Coffee Shop or Liquor Estab.

PROFESSIONAL WORKERS

- Buyers, Retail &/or Wholesale Trade
- Pharmacists

SERVICE WORKERS

All Other Food Service Workers
- Bartenders
- Dining Room/Cafeteria Attendants
- Butchers &/or Meat Cutters
- Counter Attends., Lunch, Coffee Shop & Cafeteria
- Cooks, Short Order &/or Specialty Fast Foods

MAINTENANCE & PRODUCTION WORKERS

All Mechanics & Repairers
- Mechanics, Automotive
- Body Repairers, Automotive

All Operatives & Semiskilled Workers
- Delivery & Route Workers
- Fuel Pump Attendants &/or Lubricators
- Stock Clerks, Sales Floor

All Laborers & Unskilled Workers
- Cleaners, Vehicle
- Production Packagers, Hand or Machine
- Baggers

CLERICAL WORKERS

All Other Office Clerical Workers
- Accounting Clerks
- Bookkeepers, Hand
- Order Clerks

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

MARICOPA COUNTY

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
TOTAL MANAGERS & OFFICERS	18,672	22,387	3,715	2,723	6,438
Directors, Food & Beverage &/or Managers, Catering	140	176	36	23	59
Managers, Merchandise	1,401	1,668	267	150	417
Managers, Store	8,782	10,381	1,599	1,285	2,884
Managers, Automobile Service Department	297	357	60	44	104
Managers, Automotive Parts Department	203	245	42	30	72
Wholesalers	1,816	2,196	380	267	647
Managers, Restaurant, Coffee Shop or Liquor Estab.	2,768	3,479	711	445	1,156
All Other Managers	3,265	3,885	620	479	1,099
TOTAL PROFESSIONAL WORKERS	3,947	4,711	764	569	1,333
Electrical & Electronic Engineers	98	118	20	6	26
Mechanical Engineers	61	73	12	4	16
All Other Engineers	53	64	11	4	15
Chemists	9	11	2	1	3
All Other Natural & Mathematical Scientists	2	2	0	0	0
Systems Analysts, Electronic Data Processing	141	170	29	6	35
Purchasing Agents &/or Buyers	71	85	14	9	23
Buyers, Retail &/or Wholesale Trade	1,020	1,195	175	156	331
Accountants & Auditors	675	811	136	103	239
Commercial Artists	71	82	11	13	24
Writers &/or Editors	21	24	3	4	7
Musicians, Instrumental	78	98	20	12	32
Personnel & Labor Relations Specialists	127	146	19	15	34
Pharmacists	646	779	133	145	278
Public Relations Practitioners	27	32	5	4	9
Designers (Excl. Design Engineers)	586	704	118	50	168
All Other Professional Workers	261	317	56	37	93
TOTAL TECHNICAL WORKERS	1,176	1,415	239	81	320
Computer Programmers	180	215	35	9	44
Drafters	35	42	7	3	10
Electrical & Electronic Technicians	786	950	164	47	211
Mechanical Engineering Technicians	46	56	10	2	12
All Other Engineering Technicians	11	13	2	1	3
Pharmacy Helpers	46	53	7	11	18
All Other Technicians	72	86	14	8	22
TOTAL SERVICE WORKERS	39,946	9,879	9,933	7,357	17,290
Janitors, Porters & Cleaners	1,770	2,118	348	330	678
Guards & Doorkeepers	327	400	73	20	93
Bakers, Bread &/or Pastry	430	522	92	75	167
Bartenders	1,485	1,869	384	225	609
Dining Room/Cafeteria Attends. & Bartender Helpers	2,855	3,593	738	169	907
Butchers &/or Meat Cutters	615	736	121	67	188
Hosts/Hostesses, Restaurant, Lounge or Coffee Shop	1,205	1,509	304	277	581
Kitchen Helpers	3,466	4,338	872	652	1,524
Waiters or Waitresses	10,184	2,771	2,587	2,345	4,932
Counter Attends., Lunch, Coffee Shop or Cafeteria	1,199	1,481	282	286	568
Cooks, Short Order &/or Specialty Fast Foods	1,399	1,745	346	224	570
Cooks, Restaurant (Excl. Supervisory Chefs)	3,024	3,803	779	485	1,264
Food Preparation & Service Workers, Fast Food Restaurant	9,720	2,223	2,503	1,830	4,333
Pantry, Sandwich &/or Coffee Makers	623	782	159	117	276
Cooks, Institution	214	266	52	34	86
All Other Food Service Workers	336	417	81	63	144
Cosmetologists &/or Women's Hairstylists	115	133	18	31	49
Supervisors, Nonworking - Service	227	280	53	26	79

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

MARICOPA COUNTY (CONTD.)

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Openings 1982-1986
Checkers, Fitting Room	61	67	6	7	13
Store Detectives	328	377	49	18	67
All Other Service Workers	363	449	86	76	162
TOTAL MAINTENANCE & PRODUCTION WORKERS	33,220	39,823	6,603	3,020	9,623
Mechanics, Aircraft	65	78	13	4	17
Mechanics, Automotive	2,780	3,345	565	234	799
Body Repairers, Automotive	345	416	71	28	99
Bicycle Repairers	76	92	16	7	23
Diesel Mechanics (Excl. Auto & Eng. Equip.)	484	584	100	43	143
Electric Motor Repairers	143	173	30	14	44
Gasoline Engine or Mower Repairers	33	40	7	3	10
Engineering Equipment Mechanics	402	486	84	34	118
Marine Mechanics &/or Repairers	15	18	3	1	4
Mechanics, Maintenance (Excl. Millwrights)	81	93	12	8	20
Office Machine &/or Cash Register Servicers	379	458	79	36	115
Refrigeration/Air Conditioning Mechanics	39	47	8	4	12
TV Servicers & Repairers, Radio &/or Tape Recorder Repairers	161	191	30	11	41
Coin-Machine Servicers &/or Vending Machine Repairers	121	147	26	11	37
Motorboat Mechanics	19	23	4	2	6
Data Processing Machine Repairers	333	402	69	19	88
Gas & Electric Appliance Repairers	158	183	25	18	43
All Other Mechanics & Repairers	309	369	60	29	89
Truck Drivers	1,890	2,277	387	143	530
Automobile Repair/Service Estimators	85	103	18	7	25
Cabinetmakers (Excl. Carpenters)	237	287	50	21	71
Carpet Cutters &/or Layers	67	81	14	4	18
Carpenters (Excl. Cabinetmakers)	82	99	17	11	28
Cleaners, Vehicle	358	432	74	20	94
Crane, Derrick & Hoist Operators	28	34	6	3	9
Delivery & Route Workers	3,440	4,160	720	245	965
Merchandise Displayers & Window Trimmers	107	119	12	22	34
Electricians	7	8	1	1	2
Supervisors, Nonworking	1,009	1,215	206	116	322
Glaziers	51	62	11	5	16
Industrial Truck Operators	330	398	68	25	93
Instrument Repairers	45	54	9	4	13
Jewelers &/or Silversmiths	147	177	30	28	58
Machinists	160	193	33	17	50
Maintenance Repairers, General Utility	717	865	148	68	216
Helpers, Trades	219	264	45	25	70
Musical Instrument Repairers	26	32	6	2	8
Order Fillers	1,407	1,699	292	90	382
Painters, Automotive	118	142	24	14	38
Plumbers &/or Pipefitters	31	38	7	3	10
Production Packagers, Hand or Machine	330	395	65	53	118
Sewing Machine Opers., Regular Equip.-Garment	60	68	8	8	16
Sewing Machine Opers., Special Equip.-Garment	37	44	7	5	12
Sewing Machine Opers., Regular Equip.-Nongarment	92	109	17	13	30
Sewing Machine Opers., Special &/or Automatic Equip.-Nongarment	126	152	26	17	43
Stationary Engineers	18	20	2	2	4
Alteration Tailors	201	220	19	35	54
Tire Fabricators &/or Repairers	218	263	45	26	71
Watchmakers	22	27	5	2	7
Welders & Flamecutters	106	128	22	12	34
Furniture Assemblers & Installers	153	185	32	18	50
Baggers	2,609	3,102	493	167	660
Fuel Pump Attendants &/or Lubricators	1,916	2,308	392	223	615
Tire Changers	398	474	76	46	122
Opticians, Dispensing &/or Optical Mechanics	145	176	31	25	56

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

MARICOPA COUNTY (CONTD.)

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
Drapery Hangers	38	45	7	8	15
Household Appliance Installers	31	36	5	4	9
Stock Clerks, Sales Floor	4,191	4,956	765	268	1,033
Furniture Finishers	75	90	15	3	18
Furniture Upholsterers	27	33	6	4	10
All-Around Tailors	18	20	2	3	5
Bakers	258	310	52	45	97
Wood Machinists	84	102	18	10	28
Conveyor Operators & Tenders	77	93	16	9	25
Ceiling Tile Installers &/or Floor Layers	71	86	15	4	19
Mobile Home Repairers	70	85	15	7	22
Mobile Home Set-Up Operators	33	40	7	4	11
Picture Framers	41	50	9	5	14
All Other Skilled Craft Workers	419	503	84	48	132
All Other Operatives & Semiskilled Workers	1,335	1,604	269	158	427
All Other Laborers & Unskilled Workers	3,517	4,215	698	408	1,106
TOTAL CLERICAL WORKERS	28,261	33,613	5,352	5,460	10,812
Bookkeeping &/or Billing Machine Operators	328	397	69	63	132
Computer Operators	193	232	39	22	61
Keypunch Operators	174	204	30	39	69
Peripheral EDP Equipment Operators	92	110	18	22	40
All Other Office Machine Operators	108	125	17	31	48
Stenographers	28	34	6	6	12
Accounting Clerks	1,852	2,205	353	374	727
Bookkeepers, Hand	1,895	2,296	401	384	785
Adjustment Clerks	215	246	31	47	78
Cashiers (Include Cashier-Checkers)	8,072	9,586	1,514	1,700	3,214
Collectors	283	334	51	43	94
File Clerks	68	80	12	19	31
General Clerks, Office	3,775	4,493	718	836	1,554
Credit Authorizers	143	164	21	31	52
Order Clerks	1,111	1,331	220	240	460
Payroll &/or Timekeeping Clerks	121	140	19	22	41
Personnel Clerks	113	127	14	31	45
Procurement Clerks	27	32	5	3	8
Credit Reference Clerks	127	148	21	28	49
Receptionists	127	153	26	34	60
Secretaries	1,572	1,886	314	370	684
Service Clerks	247	288	41	54	95
Switchboard Operators	132	152	20	36	56
Switchboard Operators/Receptionists	224	268	44	60	104
Typists	333	401	68	89	157
Clerical Supervisors, Office or Plant	444	524	80	55	135
All Other Office Clerical Workers	385	448	63	85	148
Shipping Packers	873	1,049	176	102	278
Shipping &/or Receiving Clerks	1,203	1,434	231	110	341
Weighers, Record Keeping	31	37	6	4	10
Stock Clerks, Stockroom, Warehouse or Storage	3,275	3,898	623	380	1,003
Dispatchers, Vehicle, Service or Work	103	124	21	12	33
Marking Clerks	516	581	65	112	177
All Other Plant Clerical Workers	71	86	15	16	31
TOTAL SALES WORKERS	41,145	48,350	7,205	5,434	12,639
Sales Representatives, Agents &/or Associates	21,618	25,567	3,949	2,834	6,783
Sales Clerks (Excl. Cashiers)	18,760	21,912	3,152	2,451	5,603
Demonstrators	86	97	11	15	26
Sales Clerk Supervisors	516	585	69	107	176
All Other Sales Workers	165	189	24	27	51
TOTAL ALL OCCUPATIONS	166,367	200,178	33,811	24,644	58,455

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

MARICOPA COUNTY (CONTD.)

Confidential data for certain occupations, and data for occupations with employment of less than five, have been added to "All" or "All Other" catagories or collapsed into major occupational classes as follows:

PROFESSIONAL WORKERS

All Other Engineers
Chemical Engineers

All Other Professional Workers
Lawyers
Physicians &/or Surgeons

MAINTENANCE & PRODUCTION WORKERS

All Other Mechanics & Repairers
Protective-Signal Installers &/or Repairers
Camera Repairers
Farm Equipment Mechanics
Laundry Machine Mechanics
Locksmiths
Mechanics, Sewing Machine
Elevator Installers &/or Repairers

All Other Skilled Craft Workers
Shoe Repairers
Furnace Installers & Repairers, Hot Air
Custom Sewers (Excl. Alteration)
Custom Tailors
Cake Decorators

MAINTENANCE & PRODUCTION WORKERS (CONTD.)

All Other Operatives & Semiskilled Workers
Doughnut Makers &/or Doughnut Machine Opers.
Variety Saw Operators
Truck Driver Helpers
Woodworking Machine Operators

All Other Laborers & Unskilled Workers
Oilers
Painters, Maintenance (Excl.Production Painters)

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

MOHAVE COUNTY

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
TOTAL MANAGERS & OFFICERS	411	450	39	58	97
Managers, Merchandise	16	18	2	2	4
Managers, Store	234	251	17	33	50
Managers, Automobile Service Department	20	20	0	3	3
Managers, Automotive Parts Department	24	25	1	3	4
Wholesalers	22	25	3	3	6
Managers, Restaurant, Coffee Shop or Liquor Estab.	70	84	14	11	25
All Other Managers	25	27	2	3	5
TOTAL PROFESSIONAL WORKERS	55	62	7	9	16
Buyers, Retail &/or Wholesale Trade	13	14	1	2	3
Accountants & Auditors	5	5	0	1	1
Pharmacists	19	22	3	4	7
All Other Professional Workers	18	21	3	2	5
TOTAL TECHNICAL WORKERS	1	1	0	0	0
TOTAL SERVICE WORKERS	1,302	1,555	253	238	491
Janitors, Porters & Cleaners	29	33	4	5	9
Bartenders	39	47	8	6	14
Dining Room/Cafeteria Attends. & Bartender Helpers	62	75	13	4	17
Butchers &/or Meat Cutters	42	45	3	4	7
Hosts/Hostesses, Restaurant, Lounge or Coffee Shop	19	23	4	4	8
Kitchen Helpers	116	139	23	22	45
Waiters or Waitresses	307	367	60	70	130
Cooks, Short Order &/or Specialty Fast Foods	58	69	11	9	20
Cooks, Restaurant (Excl. Supervisory Chefs)	93	111	18	15	33
Food Preparation & Service Workers, Fast Food Restaurant	519	625	106	96	202
All Other Food Service Workers	17	20	3	3	6
All Other Service Workers	1	1	0	0	0
TOTAL MAINTENANCE & PRODUCTION WORKERS	842	908	66	71	137
Mechanics, Automotive	98	102	4	8	12
Body Repairers, Automotive	11	11	0	1	1
Motorboat Mechanics	11	11	0	1	1
All Other Mechanics & Repairers	81	88	7	6	13
Truck Drivers	35	39	4	3	7
Cleaners, Vehicle	25	26	1	1	2
Delivery & Route Workers	81	93	12	6	18
Supervisors, Nonworking	10	11	1	1	2
Glaziers	5	6	1	0	1
Production Packagers, Hand or Machine	15	17	2	2	4
Baggers	57	61	4	4	8
Fuel Pump Attendants &/or Lubricators	143	151	8	16	24
Tire Changers	14	14	0	2	2
Stock Clerks, Sales Floor	158	170	12	10	22
Mobile Home Set-Up Operators	6	7	1	1	2
All Other Skilled Craft Workers	45	49	4	4	8
All Other Operatives & Semiskilled Workers	19	21	2	2	4
All Other Laborers & Unskilled Workers	28	31	3	3	6
TOTAL CLERICAL WORKERS	585	637	52	113	165
All Office Machine Operators	4	4	0	1	1
Accounting Clerks	21	24	3	4	7
Bookkeepers, Hand	41	45	4	8	12
Cashiers (Include Cashier-Checkers)	303	329	26	62	88
General Clerks, Office	87	94	7	19	26
Order Clerks	19	21	2	4	6
Secretaries	16	18	2	4	6

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

MOHAVE COUNTY (CONTD.)

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
All Other Office Clerical Workers	13	14	1	2	3
Shipping &/or Receiving Clerks	9	10	1	1	2
Stock Clerks, Stockroom, Warehouse or Storage	70	76	6	8	14
All Other Plant Clerical Workers	2	2	0	0	0
TOTAL SALES WORKERS	749	815	66	96	162
Sales Representatives, Agents &/or Associates	256	277	21	33	54
Sales Clerks (Excl. Cashiers)	493	538	45	63	108
TOTAL ALL OCCUPATIONS	3,945	4,428	483	585	1,068

Confidential data for certain occupations, and data for occupations with employment of less than five, have been added to "All" or "All Other" categories or collapsed into major occupational classes as follows:

MANAGERS & OFFICERS

All Other Managers
Directors, Food & Beverage &/or Managers, Catering

PROFESSIONAL WORKERS

All Other Professional Workers
Musicians, Instrumental
Designers (Excl. Design Engineers)

SERVICE WORKERS

All Other Food Service Workers
Counter Attends., Lunch, Coffee Shop or Cafeteria
Pantry, Sandwich &/or Coffee Makers
Cooks, Institution

MAINTENANCE & PRODUCTION WORKERS

All Other Mechanics & Repairers
Diesel Mechanics (Excl. Auto & Eng. Equip.)
Engineering Equipment Mechanics
Laundry Machine Mechanics
Marine Mechanics &/or Repairers
Office Machine &/or Cash Register Servicers
TV Servicers & Repairers, Radio &/or Tape Recorder Repairers
Coin-Machine Servicers &/or Vending Machine Repairers
Gas & Electric Appliance Repairers

All Other Skilled Craft Workers
Cabinetmakers (Excl. Carpenters)
Carpenters (Excl. Cabinetmakers)
Jewelers &/or Silversmiths
Machinists
Maintenance Repairers, General Utility
Painters, Automotive

MAINTENANCE & PRODUCTION WORKERS (CONTD.)

Watchmakers
Household Appliance Installers
Bakers
Ceiling Tile Installers &/or Floor Layers

All Other Operatives & Semiskilled Workers
Carpet Cutters &/or Layers
Industrial Truck Operators
Sewing Machine Opers., Regular Equip.-Garment
Tire Fabricators &/or Repairers

All Other Laborers & Unskilled Workers
Helpers, Trades
Mobile Home Repairers

CLERICAL WORKERS

All Office Machine Operators
Bookkeeping &/or Billing Machine Operators

All Other Office Clerical Workers
Adjustment Clerks
Payroll &/or Timekeeping Clerks
Receptionists
Service Clerks
Switchboard Operators/Receptionists
Typists

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

NAVAJO COUNTY

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
TOTAL MANAGERS & OFFICERS	371	409	38	54	92
Managers, Store	205	220	15	29	44
Managers, Automobile Service Department	12	12	0	2	2
Managers, Automotive Parts Department	12	12	0	2	2
Wholesalers	9	10	1	1	2
Managers, Restaurant, Coffee Shop or Liquor Estab.	72	87	15	11	26
All Other Managers	61	68	7	9	16
TOTAL PROFESSIONAL WORKERS	34	38	4	6	10
Buyers, Retail &/or Wholesale Trade	16	18	2	2	4
Accountants & Auditors	5	5	0	1	1
Pharmacists	12	14	2	3	5
All Other Professional Workers	1	1	0	0	0
TOTAL SERVICE WORKERS	1,107	1,317	210	207	417
Janitors, Porters & Cleaners	35	40	5	6	11
All Other Guards & Doorkeepers	2	2	0	0	0
Bartenders	53	64	11	8	19
Dining Room/Cafeteria Attends. & Bartender Helpers	27	33	6	2	8
Butchers &/or Meat Cutters	38	41	3	4	7
Kitchen Helpers	120	144	24	22	46
Waiters or Waitresses	294	352	58	67	125
Counter Attends., Lunch, Coffee Shop or Cafeteria	56	67	11	13	24
Cooks, Short Order &/or Specialty Fast Foods	97	116	19	15	34
Cooks, Restaurant (Excl. Supervisory Chefs)	109	131	22	17	39
Food Preparation & Service Workers, Fast Food Restaurant	240	288	48	45	93
All Other Food Service Workers	11	13	2	3	5
All Other Service Workers	25	26	1	5	6
TOTAL MAINTENANCE & PRODUCTION WORKERS	632	669	37	55	92
Mechanics, Automotive	69	71	2	6	8
All Other Mechanics & Repairers	24	26	2	2	4
Truck Drivers	22	24	2	2	4
Cleaners, Vehicle	22	23	1	1	2
Delivery & Route Workers	27	31	4	2	6
Baggers	48	52	4	3	7
Fuel Pump Attendants &/or Lubricators	189	196	7	21	28
Tire Changers	12	12	0	1	1
Stock Clerks, Sales Floor	134	144	10	8	18
All Other Skilled Craft Workers	30	31	1	2	3
All Other Operatives & Semiskilled Workers	31	33	2	3	5
All Other Laborers & Unskilled Workers	24	26	2	4	6
TOTAL CLERICAL WORKERS	476	519	43	90	133
All Office Machine Operators	1	1	0	0	0
Accounting Clerks	15	16	1	3	4
Bookkeepers, Hand	52	57	5	10	15
Cashiers (Include Cashier-Checkers)	271	293	22	56	78
General Clerks, Office	43	47	4	9	13
Order Clerks	17	19	2	4	6
Secretaries	5	5	0	1	1
Shipping Packers	10	12	2	1	3
Shipping &/or Receiving Clerks	20	23	3	2	5
Stock Clerks, Stockroom, Warehouse or Storage	39	43	4	4	8
All Other Office Clerical Workers	2	2	0	0	0
All Other Plant Clerical Workers	1	1	0	0	0
TOTAL SALES WORKERS	578	629	51	74	125
Sales Representatives, Agents &/or Associates	141	152	11	18	29

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

NAVAJO COUNTY (CONTD.)

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
Sales Clerks (Excl. Cashiers)	437	477	40	56	96
TOTAL ALL OCCUPATIONS	3,198	3,581	383	486	869

Confidential data for certain occupations, and data for occupations with employment of less than five, have been added to "All" or "All Other" categories or collapsed into major occupational classes as follows:

MANAGERS & OFFICERS

All Other Managers
Directors, Food & Beverage &/or Managers, Catering
Managers, Merchandise

SERVICE WORKERS

All Other Food Service Workers
Bakers, Breads &/or Pastry
Hosts/Hostesses, Restaurant, Lounge or Coffee Shop
Pantry, Sandwich &/or Coffee Makers

MAINTENANCE & PRODUCTION WORKERS

All Other Mechanics & Repairers
Body Repairers, Automotive
Diesel Mechanics (Excl. Auto & Eng. Equip.)
Engineering Equipment Mechanics
Laundry Machine Mechanics
Office Machine &/or Cash Register Servicers
Gas & Electric Appliance Repairers

MAINTENANCE & PRODUCTION WORKERS (CONTD.)

All Other Skilled Craft Workers
Supervisors, Nonworking
Alteration Tailors
Watchmakers
Maintenance Repairers, General Utility
Bakers
Wood Machinists

All Other Operatives & Semiskilled Workers
Carpet Cutters &/or Layers
Industrial Truck Operators
Tire Fabricators &/or Repairers
Marine Service Station Attendants

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

PIMA COUNTY

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
TOTAL MANAGERS & OFFICERS	4,704	5,414	710	684	1,394
Directors, Food & Beverage &/or Managers, Catering	31	37	6	5	11
Managers, Merchandise	277	327	50	30	80
Managers, Store	2,350	2,668	318	340	658
Managers, Automobile Service Department	111	114	3	16	19
Managers, Automotive Parts Department	90	93	3	13	16
Wholesalers	318	388	70	47	117
Managers, Restaurant, Coffee Shop or Liquor Estab.	803	969	166	128	294
All Other Managers	724	818	94	105	199
TOTAL PROFESSIONAL WORKERS	1,054	1,217	163	157	320
Mechanical Engineers	9	10	1	1	2
All Other Engineers	13	16	3	0	3
Systems Analysts, Electronic Data Processing	32	38	6	1	7
Purchasing Agents &/or Buyers	11	13	2	1	3
Buyers, Retail &/or Wholesale Trade	304	339	35	46	81
Accountants & Auditors	77	88	11	12	23
Commercial Artists	14	16	2	3	5
Musicians, Instrumental	110	133	23	17	40
Personnel & Labor Relations Specialists	32	34	2	4	6
Pharmacists	202	237	35	45	80
Designers (Excl. Design Engineers)	149	176	27	13	40
All Other Professional Workers	101	117	16	14	30
TOTAL TECHNICAL WORKERS	209	248	39	20	59
Computer Programmers	33	39	6	2	8
Drafters	8	10	2	1	3
Electrical & Electronic Technicians	91	111	20	5	25
Pharmacy Helpers	30	34	4	7	11
All Other Technicians	47	54	7	5	12
TOTAL SERVICE WORKERS	12,156	14,583	2,427	2,235	4,662
Janitors, Porters & Cleaners	525	603	78	97	175
Guards & Doorkeepers	45	51	6	3	9
Bakers, Bread &/or Pastry	140	168	28	24	52
Bartenders	529	639	110	79	189
Dining Room/Cafeteria Attends. & Bartender Helpers	621	749	128	36	164
Butchers &/or Meat Cutters	234	277	43	25	68
Hosts/Hostesses, Restaurant, Lounge or Coffee Shop	321	386	65	73	138
Kitchen Helpers	1,137	1,366	229	211	440
Waiters or Waitresses	3,076	3,705	629	700	1,329
Counter Attends., Lunch, Coffee Shop or Cafeteria	319	377	58	75	133
Cooks, Short Order &/or Specialty Fast Foods	598	718	120	95	215
Cooks, Restaurant (Excl. Supervisory Chefs)	1,063	1,283	220	168	388
Food Preparation & Service Workers, Fast Food Restaurant	3,111	3,755	644	579	1,223
Pantry, Sandwich &/or Coffee Makers	151	182	31	28	59
Cooks, Institution	27	31	4	4	8
All Other Food Service Workers	26	31	5	5	10
Cosmetologists &/or Women's Hairstylists	26	26	0	7	7
Supervisors, Nonworking - Service	87	104	17	10	27
Checkers, Fitting Room	22	22	0	2	2
Store Detectives	40	41	1	2	3
All Other Service Workers	58	69	11	12	23
TOTAL MAINTENANCE & PRODUCTION WORKERS	7,285	8,306	1,021	652	1,673
Mechanics, Automotive	758	796	38	62	100
Body Repairers, Automotive	113	117	4	9	13

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

PIMA COUNTY (CONTD.)

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
Bicycle Repairers	22	26	4	2	6
Diesel Mechanics (Excl. Auto & Eng. Equip.)	61	71	10	5	15
Engineering Equipment Mechanics	50	61	11	4	15
Office Machine &/or Cash Register Servicers	165	201	36	16	52
Refrigeration/Air Conditioning Mechanics	23	24	1	2	3
TV Servicers & Repairers, Radio &/or Tape Recorder Repairers	73	84	11	5	16
Data Processing Machine Repairers	34	41	7	2	9
Gas & Electric Appliance Repairers	33	36	3	4	7
All Other Mechanics & Repairers	58	62	4	3	7
Truck Drivers	225	265	40	17	57
Automobile Repair/Service Estimators	26	27	1	2	3
Cabinetmakers (Excl. Carpenters)	49	58	9	4	13
Carpet Cutters &/or Layers	18	22	4	1	5
Carpenters (Excl. Cabinetmakers)	27	32	5	4	9
Cleaners, Vehicle	133	138	5	7	12
Crane, Derrick & Hoist Operators	5	6	1	0	1
Delivery & Route Workers	887	1,057	170	63	233
Merchandise Displayers & Window Trimmers	24	25	1	5	6
Supervisors, Nonworking	179	206	27	20	47
Industrial Truck Operators	70	84	14	5	19
Jewelers &/or Silversmiths	30	36	6	6	12
Machinists	27	30	3	3	6
Maintenance Repairers, General Utility	171	200	29	16	45
Helpers, Trades	93	97	4	10	14
Musical Instrument Repairers	6	7	1	1	2
Order Fillers	176	213	37	11	48
Painters, Automotive	41	43	2	5	7
Production Packagers, Hand or Machine	185	218	33	30	63
Sewing Machine Opers., Special Equip. &/or Auto Equip. Non-Garment	38	45	7	5	12
Alteration Tailors	67	68	1	11	12
Tire Fabricators &/or Repairers	29	32	3	3	6
Watchmakers	9	11	2	1	3
Welders & Flamecutters	14	17	3	2	5
Furniture Assemblers & Installers	16	19	3	2	5
Baggers	387	458	71	25	96
Fuel Pump Attendants &/or Lubricators	535	560	25	60	85
Tire Changers	130	136	6	15	21
Opticians, Dispensing &/or Optical Mechanics	14	17	3	2	5
Drapery Hangers	7	8	1	1	2
Household Appliance Installers	16	17	1	2	3
Stock Clerks, Sales Floor	1,235	1,438	203	79	282
Furniture Finishers	18	21	3	1	4
Furniture Upholsterers	15	16	1	2	3
Bakers	47	56	9	8	17
Cake Decorators	8	9	1	1	2
Wood Machinists	33	39	6	4	10
Ceiling Tile Installers &/or Floor Layers	25	30	5	1	6
Mobile Home Repairers	40	43	3	4	7
Mobile Home Set-Up Operators	27	32	5	3	8
All Other Skilled Craft Workers	128	146	18	17	35
All Other Operatives & Semiskilled Workers	278	331	53	32	85
All Other Laborers & Unskilled Workers	407	474	67	47	114
TOTAL CLERICAL WORKERS	6,467	7,421	954	1,239	2,193
Bookkeeping &/or Billing Machine Operators	105	124	19	20	39
Computer Operators	34	39	5	4	9
Keypunch Operators	47	56	9	10	19
Peripheral EDP Equipment Operators	10	10	0	2	2
All Other Office Machine Operators	11	13	2	3	5
Accounting Clerks	407	465	58	81	139
Bookkeepers, Hand	522	607	85	105	190

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

PIMA COUNTY (CONTD.)

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
Adjustment Clerks	69	72	3	15	18
Cashiers (Include Cashier-Checkers)	2,229	2,564	335	465	800
Collectors	19	20	1	3	4
General Clerks, Office	825	946	121	181	302
Credit Authorizers	26	26	0	6	6
Order Clerks	195	231	36	42	78
Payroll &/or Timekeeping Clerks	25	27	2	4	6
Personnel Clerks	21	23	2	6	8
Credit Reference Clerks	8	8	0	2	2
Receptionists	26	30	4	7	11
Secretaries	243	284	41	57	98
Service Clerks	59	61	2	13	15
Switchboard Operators	19	20	1	5	6
Switchboard Operators/Receptionists	54	61	7	14	21
Typists	54	65	11	14	25
Clerical Supervisors, Office or Plant	84	97	13	10	23
All Other Office Clerical Workers	105	112	7	22	29
Shipping Packers	128	153	25	15	40
Shipping &/or Receiving Clerks	258	299	41	23	64
Stock Clerks, Stockroom, Warehouse or Storage	771	889	118	89	207
Dispatchers, Vehicle, Service or Work	28	30	2	3	5
Marking Clerks	67	71	4	14	18
All Other Plant Clerical Workers	18	18	0	4	4
TOTAL SALES WORKERS	9,834	10,977	1,143	1,333	2,476
Sales Representatives, Agents &/or Associates	4,309	4,801	492	556	1,048
Sales Clerks (Excl. Cashiers)	4,593	5,091	498	591	1,089
Sales Clerk Supervisors	718	842	124	151	275
All Other Sales Workers	214	243	29	35	64
TOTAL ALL OCCUPATIONS	41,709	48,166	6,457	6,320	12,777

Confidential data for certain occupations, and data for occupations with employment of less than five, have been added to "All" or "All Other" categories or collapsed into major occupational classes as follows:

PROFESSIONAL WORKERS

All Other Engineers
Electrical & Electronic Engineers

All Other Professional Workers
Chemists
Public Relations Practitioners
Writers &/or Editors

TECHNICAL WORKERS

All Other Technicians
Mechanical Engineering Technicians

MAINTENANCE & PRODUCTION WORKERS

All Other Mechanics & Repairers
Mechanics, Aircraft
Electric Motor Repairers
Farm Equipment Mechanics
Laundry Machine Mechanics
Marine Mechanics &/or Repairers
Mechanics, Maintenance (Excl. Millwright)
Coin-Machine Servicers &/or Vending Machine Repairers
Motorboat Mechanics
Mechanics, Sewing Machine

MAINTENANCE & PRODUCTION WORKERS (CONTD.)

All Other Skilled Craft Workers
Shoe Repairers
Glaziers
Instrument Repairers
Plumbers &/or Pipefitters
Custom Sewers (Excl. Alteration)
Stationary Engineers
All-Around Tailors

All Other Operatives & Semiskilled Workers
Sewing Machine Opers., Regular Equip.-Garment
Sewing Machine Opers., Regular Equip.-Non-garment
Drapery & Upholstery Measurers
Doughnut Makers &/or Doughnut Machine Opers.
Truck Driver Helpers
Picture Framers

All Other Laborers & Unskilled Workers
Oilers

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

PIMA COUNTY (CONTD.)

CLERICAL WORKERS

All Other Office Clerical Workers
File Clerks
Procurement Clerks

All Other Plant Clerical Workers
Weighers, Recordkeeping

SALES WORKERS

All Other Sales Workers
Demonstrators

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

PINAL COUNTY

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
TOTAL MANAGERS & OFFICERS	367	406	39	52	91
Managers, Merchandise	27	31	4	3	7
Managers, Store	215	232	17	31	48
Managers, Automobile Service Department	17	17	0	2	2
Managers, Automotive Parts Department	10	11	1	1	2
Wholesalers	9	10	1	1	2
Managers, Restaurant, Coffee Shop or Liquor Estab.	62	75	13	10	23
All Other Managers	27	30	3	4	7
TOTAL PROFESSIONAL WORKERS	54	61	7	10	17
Accountants & Auditors	6	7	1	1	2
Musicians, Instrumental	8	10	2	1	3
Pharmacists	26	29	3	6	9
Designers (Excl. Design Engineers)	9	10	1	1	2
All Engineers	1	1	0	0	0
All Other Professional Workers	4	4	0	1	1
TOTAL TECHNICAL WORKERS	5	5	0	1	1
All Engineering Technicians	2	2	0	0	0
All Medical & Dental Technicians	3	3	0	1	1
TOTAL SERVICE WORKERS	1,002	1,182	180	188	368
Janitors, Porters & Cleaners	39	43	4	7	11
Bartenders	58	69	11	9	20
Dining Room & Cafeteria Attends. & Bartender Helpers	28	34	6	2	8
Butchers &/or Meat Cutters	25	27	2	3	5
Kitchen Helpers	91	106	15	17	32
Waiters or Waitresses	277	329	52	63	115
Counter Attends., Lunch, Coffee Shop or Cafeteria	78	91	13	18	31
Cooks, Short Order &/or Specialty Fast Foods	89	106	17	14	31
Cooks, Restaurant (Excl. Supervisory Chefs)	73	86	13	11	24
Food Preparation & Service Workers, Fast Food Restaurant	222	267	45	41	86
All Other Food Service Workers	20	22	2	3	5
All Other Service Workers	2	2	0	0	0
TOTAL MAINTENANCE & PRODUCTION WORKERS	788	859	71	69	140
Mechanics, Automotive	77	79	2	6	8
Body Repairers, Automotive	13	13	0	1	1
Diesel Mechanics (Excl. Auto & Eng. Equip.)	32	37	5	3	8
Farm Equipment Mechanics	8	9	1	1	2
Engineering Equipment Mechanics	22	25	3	2	5
All Other Mechanics & Repairers	7	7	0	0	0
Truck Drivers	18	20	2	1	3
Cleaners, Vehicle	12	12	0	1	1
Delivery & Route Workers	42	48	6	3	9
Supervisors, Nonworking Machinists	20	23	3	2	5
Maintenance Repairers, General Utility	5	5	0	1	1
Helpers, Trades	16	18	2	1	3
Production Packagers, Hand or Machine	10	11	1	1	2
Tire Fabricators &/or Repairers	7	8	1	1	2
Welders & Flamecutters	6	6	0	1	1
Baggers	8	9	1	1	2
Fuel Pump Attendants &/or Lubricators	40	43	3	2	5
Tire Changers	110	114	4	12	16
Stock Clerks, Sales Floor	19	19	0	2	2
Mobile Home Set-Up Operators	119	128	9	7	16
All Other Skilled Craft Workers	7	8	1	1	2
All Other Operatives & Semiskilled Workers	13	14	1	0	1
	26	29	3	2	5

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

PINAL COUNTY (CONTD.)

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
All Other Laborers & Unskilled Workers	151	174	23	17	40
TOTAL CLERICAL WORKERS	691	748	57	133	190
Bookkeeping &/or Billing Machine Operators	5	6	1	1	2
Accounting Clerks	30	32	2	6	8
Bookkeepers, Hand	37	40	3	7	10
Cashiers (Include Cashier-Checkers)	428	461	33	88	121
General Clerks, Office	53	59	6	11	17
Order Clerks	8	9	1	2	3
Secretaries	16	17	1	4	5
Service Clerks	17	17	0	4	4
Clerical Supervisors, Office or Plant	8	9	1	1	2
All Other Office Clerical Workers	6	6	0	1	1
Shipping &/or Receiving Clerks	16	18	2	1	3
Weighers, Record Keeping	21	24	3	2	5
Stock Clerks, Stockroom, Warehouse or Storage	46	50	4	5	9
TOTAL SALES WORKERS	640	695	55	82	137
Sales Representatives, Agents &/or Associates	187	203	16	24	40
Sales Clerks (Excl. Cashiers)	453	492	39	58	97
TOTAL ALL OCCUPATIONS	3,547	3,956	409	535	944

Confidential data for certain occupations, and data for occupations with employment of less than five, have been added to "All" or "All Other" categories or collapsed into major occupational classes as follows:

PROFESSIONAL WORKERS

All Other Professional Workers
Buyers, Retail &/or Wholesale Trade

SERVICE WORKERS

All Other Food Service Workers
Bakers, Bread &/or Pastry
Hosts/Hostesses Restaurant, Lounge or Coffee Shop
Pantry, Sandwich &/or Coffee Makers
Cooks, Institution

MANINTENANCE & PRODUCTION WORKERS

All Other Mechanics & Repairers
Laundry Machine Mechanics
TV Servicers & Repairers, Radio &/or Tape Recorder Repairers
Gas & Electric Appliance Repairers

MAINTENANCE & PRODUCTION WORKERS (CONTD.)

All Other Skilled Craft Workers
Electricians
Painters, Automobile
Watchmakers
Household Appliance Installers
Ceiling Tile Installers &/or Floor Layers

All Other Operatives & Semiskilled Workers
Carpet Cutters &/or Layers
Industrial Truck Operators
Sewing Machine Opers., Special &/or Automatic Equip. - Nongarment
Furniture Assemblers & Installers

All Other Laborers & Unskilled Workers
Order Fillers
Mobile Home Repairers

CLERICAL WORKERS

All Other Office Clerical Workers
Adjustment Clerks
Payroll &/or Timekeeping Clerks

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

SANTA CRUZ COUNTY

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
TOTAL MANAGERS & OFFICERS	315	352	37	45	82
Managers, Merchandise	23	26	3	2	5
Managers, Store	160	174	14	23	37
Managers, Automobile Service Department	7	7	0	1	1
Wholesalers	55	64	9	8	17
Managers, Restaurant, Coffee Shop or Liquor Estab.	41	49	8	7	15
All Other Managers	29	32	3	4	7
TOTAL PROFESSIONAL WORKERS	80	88	8	12	20
Buyers, Retail &/or Wholesale Trade	44	49	5	7	12
Accountants & Auditors	15	17	2	2	4
Pharmacists	10	11	1	2	3
All Other Professional Workers	11	11	0	1	1
TOTAL TECHNICAL WORKERS	6	7	1	0	1
TOTAL SERVICE WORKERS	483	564	81	83	164
Janitors, Porters & Cleaners	53	58	5	10	15
All Guards & Doorkeepers	3	3	0	0	0
Bartenders	17	20	3	3	6
Dining Room/Cafeteria Attends. & Bartender Helpers	9	11	2	1	3
Butchers &/or Meat Cutters	20	22	2	2	4
Kitchen Helpers	31	37	6	6	12
Waiters or Waitresses	66	78	12	15	27
Counter Attends., Lunch, Coffee Shop or Cafeteria	20	24	4	5	9
Cooks, Short Order &/or Specialty Fast Foods	98	117	19	15	34
Cooks, Restaurant (Excl. Supervisory Chefs)	31	37	6	5	11
Food Preparation & Service Workers, Fast Food Restaurant	96	115	19	18	37
All Other Food Service Workers	7	8	1	1	2
All Other Service Workers	32	34	2	2	4
TOTAL MAINTENANCE & PRODUCTION WORKERS	473	522	49	37	86
Mechanics, Automotive	26	27	1	2	3
TV Servicers & Repairers, Radio &/or Tape Recorder Repairers	5	6	1	0	1
All Other Mechanics & Repairers	17	19	2	1	3
Truck Drivers	13	15	2	1	3
Delivery & Route Workers	74	85	11	5	16
Supervisors, Nonworking	13	15	2	1	3
Industrial Truck Operators	35	41	6	3	9
Maintenance Repairers, General Utility	11	12	1	1	2
Order Fillers	22	25	3	1	4
Baggers	34	36	2	2	4
Fuel Pump Attendants &/or Lubricators	16	16	0	2	2
Stock Clerks, Sales Floor	123	132	9	8	17
All Other Skilled Craft Workers	14	14	0	3	3
All Other Operatives & Semiskilled Workers	13	14	1	1	2
All Other Laborers & Unskilled Workers	57	65	8	6	14
TOTAL CLERICAL WORKERS	802	893	91	146	237
Bookkeeping &/or Billing Machine Operators	20	23	3	4	7
All Other Office Machine Operators	2	2	0	0	0
Accounting Clerks	33	37	4	7	11
Bookkeepers, Hand	55	63	8	11	19
Cashiers (Include Cashier-Checkers)	210	229	19	43	62
General Clerks, Office	105	117	12	23	35
Order Clerks	13	15	2	3	5
Secretaries	40	45	5	9	14
Typists	8	9	1	2	3

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

SANTA CRUZ COUNTY (CONTD.)

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
Clerical Supervisors, Office or Plant	12	14	2	1	3
All Other Office Clerical Workers	26	27	1	6	7
Shipping Packers	76	88	12	9	21
Shipping &/or Receiving Clerks	30	34	4	3	7
Stock Clerks, Stockroom, Warehouse or Storage	113	127	14	13	27
Marking Clerks	57	61	4	12	16
All Other Plant Clerical Workers	2	2	0	0	0
TOTAL SALES WORKERS	761	828	67	99	166
Sales Representatives, Agents &/or Associates	144	162	18	19	37
Sales Clerks (Excl. Cashiers)	597	645	48	76	124
Sales Clerk Supervisors	20	21	1	4	5
TOTAL ALL OCCUPATIONS	2,920	3,254	334	422	756

Confidential data for certain occupations, and data for occupations with employment of less than five, have been added to "All" or "All Other" categories or collapsed into major occupational classes as follows:

MANAGERS & OFFICERS

All Other Managers
Managers, Automotive Parts Department

PROFESSIONAL WORKERS

All Other Professional Workers
Commerical Artists
Musicians, Instrumental

TECHNICAL WORKERS

Computer Programmers
Electrical & Electronic Technicians

SERVICE WORKERS

All Other Food Service Workers
Bakers, Bread &/or Pastry
Hosts/Hostesses, Restaurant, Lounge or Coffee Shop
Pantry, Sandwich &/or Coffee Makers
Cooks, Institution

All Other Service Workers
Supervisors, Nonworking - Service
Store Detectives

MAINTENANCE & PRODUCTION WORKERS

All Other Mechanics & Repairers
Diesel Mechanics (Excl. Auto & Eng. Equip.)
Engineering Equipment Mechanic
Refrigeration/Air Conditioning Mechanics
Gas & Electric Appliance Repairers

All Other Skilled Craft Workers
Carpenters (Excl. Cabinetmaker)
Merchandise Displayers
Custom Sewers (Excl. Alteration)
Alteration Tailors

All Other Operatives & Semiskilled Workers
Carpet Cutters &/or Layers
Sewing Machine Opers., Special &/or Automatic Equip.-Nongarment
Tire Changers
Mobile Home Set-Up Operators

All Other Laborers & Unskilled Workers
Cleaners, Vehicle
Helpers, Trades
Production Packagers, Hand or Machine
Mobile Home Repairers

CLERICAL WORKERS

All Other Office Clerical Workers
Adjustment Clerks
Collectors
Credit Authorizers
Payroll &/or Timekeeping Clerk
Receptionists
Switchboard Operators/Receptionists

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

YAVAPAI COUNTY

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
TOTAL MANAGERS & OFFICERS	450	501	51	65	116
Directors, Food & Beverage &/or Managers, Catering	10	12	2	2	4
Managers, Merchandise	33	38	5	4	9
Managers, Store	247	268	21	35	56
Managers, Automobile Service Department	13	13	0	2	2
Managers, Automotive Parts Department	9	9	0	1	1
Wholesalers	14	16	2	2	4
Managers, Restaurant	89	107	18	14	32
All Other Managers	35	38	3	5	8
TOTAL PROFESSIONAL WORKERS	68	77	9	10	19
Buyers, Retail &/or Wholesale Trade	11	12	1	2	3
Pharmacists	23	26	3	5	8
Designers (Excl. Design Engineers)	22	25	3	2	5
All Other Professional Workers	12	14	2	1	3
TOTAL TECHNICAL WORKERS	1	1	0	0	0
TOTAL SERVICE WORKERS	1,527	1,819	292	282	574
Janitors, Porters & Cleaners	52	59	7	10	17
Bakers, Bread &/or Pastry	22	25	3	4	7
Bartenders	64	76	12	10	22
Dining Room & Cafeteria Attends. & Bartender Helpers	91	110	19	5	24
Butchers &/or Meat Cutters	46	50	4	5	9
Hosts/Hostesses, Restaurant, Lounge or Coffee Shop	25	30	5	6	11
Kitchen Helpers	198	237	39	37	76
Waiters or Waitresses	472	566	94	107	201
Counter Attends., Lunch, Coffee Shop or Cafeteria	50	59	9	12	21
Cooks, Short Order &/or Specialty Fast Foods	110	132	22	17	39
Cooks, Restaurant (Excl. Supervisory Chefs)	145	173	28	23	51
Food Preparation & Service Workers, Fast Food Restaurant	228	273	45	42	87
Pantry, Sandwich &/or Coffee Makers	18	22	4	3	7
All Other Food Service Workers	1	1	0	0	0
Supervisors, Nonworking-Service	5	6	1	1	2
TOTAL MAINTENANCE & PRODUCTION WORKERS	824	897	73	65	138
Mechanics, Automotive	84	86	2	7	9
Body Repairers, Automotive	12	12	0	1	1
TV Servicers & Repairers, Radio &/or Tape Recorder Repairers	12	14	2	1	3
Gas & Electric Appliance Repairers	9	10	1	1	2
All Other Mechanics & Repairers	23	26	3	1	4
Truck Drivers	29	33	4	2	6
Cabinetmakers (Excl. Carpenters)	44	50	6	4	10
Carpet Cutters &/or Layers	12	14	2	1	3
Cleaners, Vehicle	9	9	0	0	0
Delivery & Route Workers	78	89	11	5	16
Maintenance Repairers, General Utility	11	13	2	1	3
Helpers, Trades	12	13	1	1	2
Order Fillers	5	5	0	0	0
Baggers	69	74	5	4	9
Fuel Pump Attendants &/or Lubricators	92	96	4	10	14
Tire Changers	19	19	0	2	2
Stock Clerks, Sales Floor	184	198	14	11	25
All Other Skilled Craft Workers	40	45	5	5	10
All Other Operatives & Semiskilled Workers	42	49	7	4	11
All Other Laborers & Unskilled Workers	38	42	4	4	8

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

YAVAPAI COUNTY (CONTD.)

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
TOTAL CLERICAL WORKERS	575	631	56	113	169
All Office Machine Operators	6	7	1	1	2
Accounting Clerks	34	37	3	7	10
Bookkeepers, Hand	71	79	8	14	22
Cashiers (Include Cashier-Checkers)	289	316	27	59	86
General Clerks, Office	56	62	6	12	18
Order Clerks	12	13	1	3	4
Secretaries	16	18	2	4	6
Clerical Supervisors, Office or Plant	7	8	1	1	2
All Other Office Clerical Workers	20	21	1	4	5
Shipping &/or Receiving Clerks	20	22	2	2	4
Stock Clerks, Stockroom, Warehouse or Storage	41	45	4	5	9
All Other Plant Clerical Workers	3	3	0	1	1
TOTAL SALES WORKERS	758	833	75	97	172
Sales Representatives, Agents &/or Associates	250	272	22	32	54
Sales Clerks (Excl. Cashiers)	508	561	53	65	118
TOTAL ALL OCCUPATIONS	4,203	4,759	556	632	1,188

Confidential data for certain occupations, and data for occupations with employment of less than five, have been added to "All" or "All Other" categories or collapsed into major occupational classes as follows:

PROFESSIONAL WORKERS

All Other Professional Workers
- Accountants and Auditors
- Musicians, Instrumental

MAINTENANCE & PRODUCTION WORKERS

All Other Mechanics & Repairers
- Laundry Machine Mechanics
- Mechanics, Maintenance
- Office Machine &/or Cash Register Servicers

All Other Skilled Craft Workers
- Automobile Repair/Service Estimators
- Carpenters (Excl. Cabinetmakers)
- Glaziers
- Jewelers &/or Silversmiths
- Opticians, Dispensing &/or Optical Mechanics
- Bakers
- Wood Machinists
- Alteration Tailors
- Watchmakers

MAINTENANCE & PRODUCTION WORKERS (CONTD.)

All Other Operatives & Semiskilled Workers
- Heavy Equipment Operators
- Industrial Truck Operators
- Mobile Home Set-Up Operators
- Furniture Assemblers & Installers

All Other Laborers & Unskilled Workers
- Production Packagers, Hand or Machine
- Mobile Home Repairers

CLERICAL WORKERS

All Office Machine Operators
- Bookkeeping &/or Billing Machine Operators

All Other Office Clerical Workers
- Adjustment Clerks
- Payroll &/or Timekeeping Clerks
- Personnel Clerks
- Receptionists
- Service Clerks
- Switchboard Operators
- Switchboard Operators/Receptionists
- Typists

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

YUMA COUNTY

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
TOTAL MANAGERS & OFFICERS	691	769	78	99	177
Managers, Merchandise	78	89	11	8	19
Managers, Store	340	368	28	49	77
Managers, Automobile Service Department	27	28	1	4	5
Managers, Automotive Parts Department	18	19	1	3	4
Wholesalers	49	57	8	7	15
Managers, Restaurant, Coffee Shop or Liquor Estab.	92	110	18	15	33
All Other Managers	87	98	11	13	24
TOTAL PROFESSIONAL WORKERS	73	80	7	10	17
Buyers, Retail &/or Wholesale Trade	15	16	1	2	3
Accountants & Auditors	14	15	1	2	3
Pharmacists	23	26	3	5	8
Designers (Excl. Design Engineers)	11	13	2	1	3
All Other Professional Workers	10	10	0	0	0
TOTAL TECHNICAL WORKERS	41	47	6	2	8
Electrical & Electronic Technicians	29	34	5	2	7
All Other Engineering Technicians	5	5	0	0	0
All Other Technicians	7	8	1	0	1
TOTAL SERVICE WORKERS	1,718	2,034	316	317	633
Janitors, Porters & Cleaners	86	97	11	16	27
Guards & Doorkeepers	7	8	1	0	1
Bakers, Bread &/or Pastry	15	18	3	3	6
Bartenders	80	96	16	12	28
Dining Room/Cafeteria Attends. & Bartender Helpers	49	59	10	3	13
Butchers &/or Meat Cutters	52	56	4	5	9
Hosts/Hostesses, Restaurant, Lounge or Coffee Shop	25	30	5	6	11
Kitchen Helpers	169	201	32	31	63
Waiters or Waitresses	383	457	74	87	161
Counter Attends., Lunch, Coffee Shop or Cafeteria	99	118	19	23	42
Cooks, Short Order &/or Specialty Fast Foods	189	223	34	30	64
Cooks, Restaurant (Excl. Supervisory Chefs)	135	162	27	21	48
Food Preparation & Service Workers, Fast Food Restaurant	382	459	77	71	148
All Other Food Service Workers	1	1	0	0	0
Cosmetologists &/or Women's Hairstylists	11	12	1	3	4
All Other Service Workers	35	37	2	6	8
TOTAL MAINTENANCE & PRODUCTION WORKERS	1,443	1,582	139	125	264
Mechanics, Automotive	160	169	9	13	22
Body Repairers, Automotive	15	15	0	1	1
Diesel Mechanics (Excl. Auto & Eng. Equip.)	39	45	6	3	9
Farm Equipment Mechanics	16	19	3	1	4
Office Machine &/or Cash Register Servicers	11	13	2	1	3
Gas & Electric Appliance Repairers	21	24	3	2	5
All Other Mechanics & Repairers	19	20	1	1	2
Truck Drivers	41	45	4	3	7
Cabinetmakers (Excl. Carpenters)	12	14	2	1	3
Cleaners, Vehicle	15	15	0	1	1
Delivery & Route Workers	141	163	22	10	32
Supervisors, Nonworking	36	41	5	4	9
Industrial Truck Operators	33	38	5	2	7
Jewelers &/or Silversmiths	10	11	1	2	3
Maintenance Repairers, General Utility	34	39	5	3	8
Helpers, Trades	6	6	0	1	1
Order Fillers	16	18	2	1	3
Production Packagers, Hand or Machine	10	11	1	2	3

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

YUMA COUNTY (CONTD.)

	Estimated 1982 Employment	Projected 1986 Employment	Job Openings Due to Growth 1982-1986	Job Openings Due to Separations 1982-1986	Total Job Openings 1982-1986
Baggers	130	139	9	8	17
Fuel Pump Attendants &/or Lubricators	154	159	5	17	22
Tire Changers	9	9	0	1	1
Stock Clerks, Sales Floor	237	255	18	15	33
All Other Skilled Craft Workers	55	61	6	7	13
All Other Operatives & Semiskilled Workers	130	149	19	14	33
All Other Laborers & Unskilled Workers	93	104	11	11	22
TOTAL CLERICAL WORKERS	1,039	1,146	107	193	300
Bookkeeping &/or Billing Machine Operators	11	13	2	2	4
All Other Office Machine Operators	6	7	1	0	1
Accounting Clerks	43	47	4	8	12
Bookkeepers, Hand	115	129	14	23	37
Adjustment Clerks	11	12	1	2	3
Cashiers (Include Cashier-Checkers)	466	506	40	96	136
General Clerks, Office	117	131	14	25	39
Order Clerks	6	7	1	1	2
Payroll &/or Timekeeping Clerks	5	6	1	1	2
Receptionists	3	3	0	1	1
Secretaries	19	21	2	4	6
Service Clerks	6	6	0	1	1
Clerical Supervisors, Office or Plant	12	13	1	1	2
All Other Office Clerical Workers	22	23	1	6	7
Shipping Packers	38	44	6	4	10
Shipping &/or Receiving Clerks	36	41	5	3	8
Stock Clerks, Stockroom, Warehouse or Storage	114	127	13	13	26
Marking Clerks	8	9	1	2	3
All Other Plant Clerical Workers	1	1	0	0	0
TOTAL SALES WORKERS	1,078	1,176	98	140	238
Sales Representatives, Agents &/or Associates	426	466	40	55	95
Sales Clerks	637	694	57	82	139
Sales Clerk Supervisors	8	9	1	2	3
All Other Sales Workers	7	7	0	1	1
TOTAL ALL OCCUPATIONS	6,083	6,834	751	886	1,637

Confidential data for certain occupations, and data for occupations with employment of less than five, have been added to "All" or "All Other" categories or collapsed into major occupational classes as follows:

PROFESSIONAL WORKERS

All Other Professional Workers
Mechanical Engineers
Chemists
Systems Analysts, Electronic Data Processing
Purchasing Agents &/or Buyers
Personnel & Labor Relations Specialists

TECHINICAL WORKERS

All Other Engineering Technicians
Computer Programmers
Drafters

All Other Technicians
Science Technicians
Pharmacy Helpers

SERVICE WORKERS

All Other Service Workers
Supervisors, Nonworking
Store Detectives

MAINTENANCE & PRODUCTION WORKERS

All Other Mechanics & Repairers
Gasoline Engine or Mower Repairers
TV Servicers & Repairers, Radio &/or Tape Recorder Repairers
Laundry Machine Mechanics
Mechanics, Maintenance (Excl. Millwrights)
Automobile Repair Service Estimators
Motorboat Mechanics

All Other Skilled Craft Workers
Merchandise Displayers & Window Trimmers
Machinists
Painters, Automotive
Stationary Engineers
Alteration Tailors
Watchmakers
Bakers
Cake Decorators
Carpenters
Household Appliance Installers
Wood Machinists
Furniture Upholsterers

ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

YUMA COUNTY (CONTD.)

MAINTENANCE & PRODUCTION WORKERS (CONTD.)

All Other Operatives & Semiskilled Workers
Marine Service Station Attendants
Doughnut Makers &/or Doughnut Machine Opers.
Carpet Cutters &/or Layers
Welders & Flamecutters
Crane, Derrick & Hoist Operators

All Other Laborers & Unskilled Workers
Tire Fabricators &/or Repairers
Mobile Home Repairers

CLERICAL WORKERS

All Other Office Machine Operators
Computer Operators
Keypunch Operators

All Other Office Clerical Workers
Collectors
Credit Authorizers
Personnel Clerks
Credit Reference Clerks
Switchboard Operators
Switchboard Operators/Receptionists
Typists

METHODOLOGY

Sample Selection and Response Rate

Occupational estimates for the trade industry were developed from a survey of employers in the state. Employers who were asked to participate in the survey were selected from a master employer file of firms doing business in Arizona, using standardized sampling techniques. A sample of establishments employing 4-99 employees and all establishments having 100 or more employees were surveyed. The entire sample was composed of 5,861 units with a usable response rate of 90 percent. Firms responding represented 94 percent of the industry's employment.

Employment Projections

Projecting occupational employment and demand is accomplished in two basic stages. First, industry employment estimates are developed for the target years. These forecasts are computed using an econometric model driven by forecast values for variables such as national unemployment, interest rates and industrial production. Staffing pattern ratios, as determined by the OES survey, are then applied to the industry employment projections and this represents the second stage of the methodology.

Employment data represent the annual average for the specified year. "Job Opportunities" indicates the average number of job openings (based on the annual average employment) for the period between corresponding months of the specified years. The projection technique does not possess the degree of accuracy implied by small employment and demand figures.

Job Openings

"Job Opportunities" represents the sum of openings resulting from expansion and replacement during the projection period. Expansion is the numerical difference in employment for a given period. Replacement represents those job openings that transpire due to separations from the labor force, i.e., death, retirement and pregnancy, and is based on national occupational separation rates.[1] The "Job Opportunities" column does not account for labor turnover, i.e., openings created when a worker changes jobs, leaving the job to be filled by someone else. These vacancies are generally the largest source of job openings.

Limitations of the Data

The projection methods do not account for cyclical, seasonal and such factors as the sudden opening and closing of large establishments. Caution is advised in the use of employment forecast data for industries with limited employment - especially in the smaller counties.

Employment forecasts for the nonmetropolitan counties are based on growth rates developed for the "balance of state" (Arizona less Maricopa and Pima counties) rather than for individual counties.

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[1] "Tomorrow's Manpower Needs," Supplement No. 4, BLS, 1974, pp. 11-16.

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